

Reagan picks ex-senator to head inquiry

From Michael Binyon, Washington

President Reagan yesterday appointed Mr John Tower, a former Texas senator, to head the presidential inquiry into the National Security Council's role in the Iran-Contra arms fiasco, as America reacted with shock and outrage to what is seen as the most serious scandal of the Reagan era.

President Reagan himself left yesterday for his California ranch for the Thanksgiving holiday.

But Mr Edwin Meese, the Attorney-General, who is conducting a separate judicial inquiry into the still-unanswered questions about the affair, assured him that no top Administration officials were involved. He admitted, however, that it was likely that other people knew of the diverted funds as well as Lieutenant Colonel Oliver North, the maverick NSC military assistant.

"We pretty clearly established at this point that President Reagan, Vice-President George Bush and all Cabinet secretaries and top White House aides were not involved," he said in a television interview.

Congress however has sharply challenged this assertion. Congressional leaders of both parties, in a series of

blistering attacks on the contrary yesterday, said it is "beyond credibility" that Colonel North acted alone without authorization from above.

And in a move strongly reminiscent of an aspect of the Watergate affair, congressional leaders are calling for the appointment of a special prosecutor, independent of Mr Meese's inquiry. Already they have begun hearings into the Iran arms deal, and these are likely to be broadened to include policy in Central

America, the Middle East and the whole decision-making process in the Reagan Administration.

The Administration itself remained in complete disarray following the shock of Mr Meese's disclosures on Tuesday. However Mr George Shultz, the Secretary of State, who had criticized the arms sales to Iran and conspicuously distanced himself from the President in the past two weeks, made a strong statement of support on Tuesday evening.

"I fully subscribe to President Reagan's objectives of ending the Iran-Iraq Gulf War, establishing a more constructive relationship with Iran, if possible, and ending the scourge of terrorism."

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Mr Reagan's appointment of Mr Tower, a conservative Republican and former chairman of the Senate Armed Services Committee, will mean an immediate start to a thorough inquiry into the conduct of the National Security Council, which is at the heart of the present crisis.

Mr Tower will be assisted by Mr Edmund Muskie, who was Secretary of State during President Carter's last months in office, and General Brent Scowcroft, who served as President Ford's National Security Adviser. Mr Muskie was deeply involved in the final stages of Mr Carter's negotiations to free the US Embassy hostages in Tehran.

A permanent replacement for Vice-Admiral John Poindexter, who resigned as National Security Adviser on



Thanksgiving for a President under pressure: Mr Reagan takes part in the annual turkey presentation at the White House before leaving for his California ranch.

DPP considers Rothschild breach of Security Act

By Richard Evans, Political Correspondent

The Attorney General and the Director of Public Prosecutions are considering allegations that Sir Arthur Franks, former head of MI6, and Lord Rothschild, a close friend of the Prime Minister, breached the Official Secrets Act by leaking information about state security, it was disclosed last night.

The new twist in the increasingly bizarre spy saga followed a Commons row over the naming of Lord Rothschild in connection with previous security scandals.

In an early day motion, Mr Brian Sedgemore, Labour MP for Hackney, South, and Shoreditch, called on the Prime Minister "to state whether the security services ever carried out an investigation into suspicions, which surfaced at the time and of which Lord Rothschild was aware, that he was a Soviet spy and the fifth man."

Furious Conservative MPs bombarded Mr Bernard Weatherill, the Speaker, with demands to stop Labour MPs using the Commons order paper, which is covered by parliamentary privilege, for making accusations and innuendoes against people outside the Commons.

Mr Patrick Nicholson, MP for Teignbridge, asked: "Is there

Drunken driving campaign 'too cheap'

By Rodney Cowton, Transport Correspondent

The Department of Transport yesterday launched its Christmas war on drink-drivers. It includes the slogans: "If you drink and drive you're a menace to society" and "Another 1,100 will die if you can't say no."

The £600,000 campaign was immediately attacked by the pressure group Alcohol Concern as being "seriously underpowered."

"The campaign is being done on the cheap. What they're spending represents is about two hours' worth of government revenue from drinks," it said.

Last year's campaign cost £980,000 but Mr Peter Bottomley, Minister for Roads and Traffic, said that overall they were spending the same amount as last year on campaigns against mixing drinking and driving. He said

1,500 workers to lose jobs at Scott Lithgow

By Ronald Faux, Employment Affairs Correspondent

Fifteen hundred workers at the Scott Lithgow ship and oil rig yard on the lower Clyde are to lose their jobs, it was announced yesterday.

Trafalgar House, owners of the yard, said that 700 permanent and 800 temporary jobs at the yard would have to go and blamed a slump in the oil industry and a lack of orders for the decision to cut the workforce to a permanent hardcore of 700 employees.

The news, described as "devastating" by local community leaders in Greenock and Port Glasgow, was given by shop stewards at a mass meeting of the workers and followed speculation that 1,000 jobs might have to go at the yard.

"The news was far worse than we expected," a shop steward at the yard said.

The Government last night ruled out any action to save the jobs.

Union leaders want the Ministry of Defence to bring forward contracts to ease the crisis.

But Mr Malcolm Rifkind, the Secretary of State for Scotland, said yesterday that there was "an acute shortage" of new work for all offshore and shipbuilding yards.

"The only way to win new work is to stay as competitive as possible," he said.

Scott Lithgow's has had difficulty in transforming itself to meet the requirements of the oil fabrication industry and when the long-delayed oil rig Ocean Alliance is completed for Britoil in the new year the order book looked extremely bleak. The redundancy list would have been longer had it not been for a

£12 million order to lengthen the bulk carrier Atlantic Conveyor. Contracts on four sister ships involving similar work have been won by Korean shipyards who are reported to be carrying out the work at one-third the price set by the Scottish yard.

Mr Duncan McNeill, secretary of the shop stewards committee, said the company was looking for volunteers for redundancy among the permanent workforce. The 800 temporary workers employed on the Ocean Alliance are to be paid off before next March and would have lost their jobs anyway when the rig was handed over to Britoil.

For the local community the latest blow to the giant shipyard could push the number of unemployed in the two Clydeside towns to more than 7,000. Already Greenock has a male unemployment rate of 25 per cent. Scott Lithgow's was the main employer in the area and in the days when ship building boomed on the Clyde, 7,000 men worked there.

Trade union leaders are pressing the management to increase the permanent workforce at the yard but Trafalgar House is unlikely to turn from its aim of cutting numbers to a minimum and increasing them only when the order book allowed.

Mr Donald Dewar, shadow Secretary of State for Scotland, said the news was a terrible blow for the lower Clyde. Some 2,000 jobs had already been lost this year in Clyde shipyards. Dr Norman Godman, Labour MP for Greenock and Port Glasgow, said: "Continued on page 22, col 4"

Scottish teachers call all-out strike

By Nicholas Wood, Political Reporter

The biggest Scottish teachers' union yesterday called an all-out strike for December 4 in an attempt to force the Government back into new no-strings negotiations.

The Educational Institute of Scotland, which represents about half the country's teachers, offered an olive branch of sorts by saying that it might postpone subsequent disruption to enable a "breathing space" for talks.

The vote on a strike ballot, on a turnout of 89 per cent, was 28,257 to 5,292, a split of 84 per cent to 16 per cent, against a 16.4 per cent pay and conditions package to be implemented over 15 months. Anger over the Government's decision to pay the recommendations of the independent Main committee in two stages - half in January and half nine months later - lay behind the ballot result.

Mr John Pollock, the institute's general secretary, said in Edinburgh that the vote showed that the package put forward by Mr Malcolm

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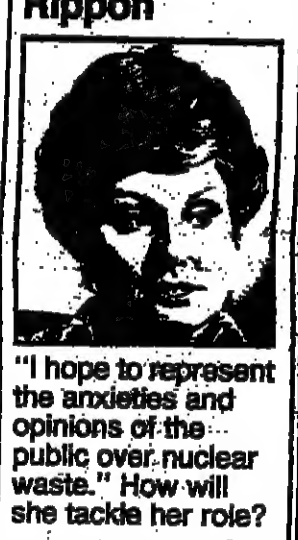
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Tomorrow Watchdog Rippon



"I hope to represent the anxieties and opinions of the public over nuclear waste." How will she tackle her role?

● The £4,000 prize in yesterday's Times Portfolio Gold competition was won by Mrs Eileen Card, of Southampton. Details, page 3.

● Portfolio list, page 27; how to play, information service, page 22.

Portfolio Gold

More jobs

The National Institute has forecast stronger growth and lower unemployment for Britain next year. But a big balance of payments deficit and higher inflation are also projected. Page 23

Offer raised

The Mirror Group publisher Mr Robert Maxwell has increased his takeover bid for the engineering group AE. His timber group, Hollis, has offered 280p a share, valuing AE at £280 million. Page 23

Times Business

Offer raised

The Mirror Group publisher Mr Robert Maxwell has increased his takeover bid for the engineering group AE. His timber group, Hollis, has offered 280p a share, valuing AE at £280 million. Page 23

Times Sport

Higgins waits

A complaint against Alex Higgins, the snooker player, who is accused of a head-butting incident, will be dealt with by the sports ruling body after a seven-day "cooling off" period. Page 46

Arms cash sent to Geneva

From Martha Honey, San Jose

Millions of dollars derived from the clandestine sale of US military equipment to Iran and destined for the anti-Sandinista Nicaraguan Contras was deposited in the Swiss bank account of a firm run by a group of former US intelligence agents, according to Washington-based investigators.

The money was then transferred to an account in the Cayman Islands but it is not clear if it has already been used to purchase military equipment and supplies for the Contras. Contra leaders interviewed here and in Miami have denied receiving the money.

According to a Washington-based intelligence analyst, between January and September this year top National Security Council officials in Washington supplied a Swiss-based company with \$12 million (£3.4 million) in CIA funds to purchase, at their original value, military equipment for sale to Iran.

The military hardware, including spare parts for F-14 fighters and several thousand missiles, was delivered to Iran on three separate flights and sold for its replacement value of \$30 million.

The \$18 million profit was then deposited in the account of Credit Fédérative Services, a Geneva investment banking operation run by several former CIA officials. From there it was transferred to CFS Investments Limited, the Geneva-based company's account in the Cayman Islands.

It was intended to be used to purchase military supplies for the Contras, but sources involved in the operation told the investigator the purchases may not yet have been made.

Meese to report on fiasco

From Our Own Correspondent, Washington

President Reagan has ordered his Attorney General to produce an interim report on the Iran fiasco as soon as possible. The devastating details of diverted funds have shocked America. But almost every senior official and congressman now believes that there is more to come.

Not only are there strong indications that at least five US laws were broken, but the real question remaining is: Who first approved direct Israeli arms shipments to Iran, and later asked Israel to divert profits to secret bank accounts for the Contras?

On President Reagan's orders, Mr Edwin Meese began his inquiry that led to the extraordinary revelations last week. He himself interviewed top Cabinet officials, including Mr George Shultz, the Secretary of State, and it was at his lengthy sessions with Colonel Oliver North, the maverick Marine at the National Security Council. Continued on page 7, col 3

TUC council refuses to act against electricians

The general council of the TUC yesterday rejected by 24 votes to 21 demands from print union leaders for the electricians' union to be disciplined because its members work for News International at Wapping, east London.

The decision was taken after Mr Eric Hammond, general secretary of the electricians, had said his union had abided by an earlier TUC directive in spite of death threats to union officers and their families and violence to its members and their property.

Mr Hammond pointed out that throughout the dispute, thousands of members of the print unions, the journalists' union and the transport workers' union have worked to produce and distribute all

Night search of moor after clothes find

Shredded clothing was found last night at one of four sites on Saddleworth Moor, Greater Manchester, being excavated by the police in the search for graves.

Floodlights were ordered as excavations of the area continued in darkness in case other remains were washed away or buried by snow.

Berlin hunt for Syrian official

West Germany has issued a warrant for a Syrian intelligence official after the jailing on bomb charges in West Berlin yesterday of two Jordanians, including the brother of the man sentenced in London to 45 years for his attempt to blow up an El Al jumbo jet. Details, page 9

Epsom railroads its announcer out

By Alan Hamilton

In an unprecedented court case a British Rail announcer has been found guilty of being too loud and clear, and has been banned by magistrates from Epsom station.

Local residents were driven to despair by the strident, plummy tones intoning at all hours of the day and night: "This is Epsom, this is Epsom, this is Epsom. All change. This is Epsom."

The local residents knew perfectly well where they were, and as the voice escaped from the station confines to puncture the peaceful air of the surrounding town, they christened it Her Ladyship.

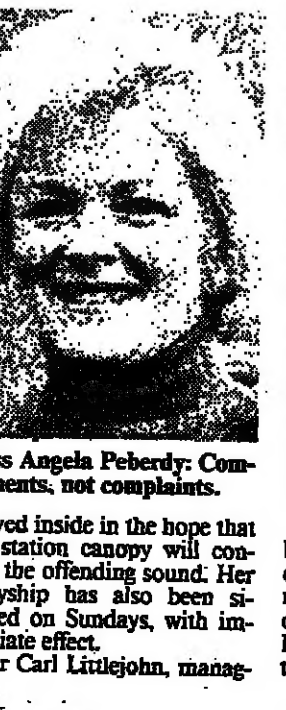
Residents living nearby complained repeatedly to Southern Region, but to no effect. Eventually, Mr William Bowler, one near neighbour of the station, brought his own private prosecution under the Control of Pollution Act.

During the three-day hearing at Epsom court, magistrates were played tapes of the station announcements, which were revealed as pre-recorded messages supplied to BR by a specialist information recording company. The voice has since been identified as belonging to Miss Angela Peberdy, of Buckinghamshire, a professional speaker.

Miss Peberdy said yesterday that she had never received any complaints about her voice before, and indeed had been complimented on the clarity of her announcements.

The court has given Southern Region three months to silence Her Ladyship, and BR has agreed to replace her with a pre-recorded male voice, which it believes will be less offensively penetrating.

In the meantime Her Ladyship is being silenced between the hours of 7.30 p.m. and 7.30 a.m., and loudspeakers on the open platforms are being



ing director of Infomat, the company which supplied the recordings, said yesterday that the problem was not Her Ladyship's voice, but Epsom station's speakers, which were too good and too numerous.

"British Rail is often ribbed for the lack of clarity and poor quality of its announcements, but in Epsom the opposite is true. That is the real problem," Mr Littlejohn said.

Southern Region said yesterday that it used a number of pre-recorded station announcements, sometimes by outsiders and sometimes by members of its own staff. It hoped to have Her Ladyship off the air well within the three months set by the court.

But Her Ladyship will not be silenced entirely. The voice of Miss Peberdy is used at a number of stations throughout Southern Region; British Rail is understandably reluctant to say which.

Miss Angela Peberdy: Compliments, not complaints.

Mr Carl Littlejohn, managed

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NEWS SUMMARY

Police quiz men over murders

Two men were last night being questioned by detectives in Surrey who are investigating the murders of a schoolgirl and two women in a series of attacks which have been dubbed the work of the "railway rapist".

One man was arrested on Sunday in London and appeared before magistrates yesterday when the police were given permission to hold him for a further 24 hours. The second man was held late on Tuesday night and taken to Guildford police station.

The murders have also been linked to some of a series of nearly 30 rapes in London.

The men being held are being questioned about the death of Alison Day, aged 19, in London last January; Martje Tamboeer, aged 15, in Surrey last April; and Mrs Anne Lock, aged 29, killed in May near her home in Hertfordshire.

New attack on BBC

The BBC was facing a new charge of political bias yesterday after selecting a journalist who has made a speciality of exposing defence and intelligence secrets to a television series called *The Secret Society*.

The series, to be shown next year, is to be presented by Mr Duncan Campbell, of the *New Statesman* magazine. This has prompted a campaign by Mr Winston Churchill, Conservative MP for Darbyshire, Manchester, and the Freedom Association, which has alleged the series is to give a "bistatally left wing" view of intelligence matters.

£3 killer gets life

A teenager who murdered a woman aged 76 for the £3 she had in her purse was jailed for life yesterday.

Exeter Crown Court was told that Clifford Norton, aged 19, of Glenmore Road, Minehead, Somerset, burst into Mrs Winifred Borman's home and slit her throat last May.

He initially denied murder but yesterday changed his plea.

Ordered to leave

Mr Ammanullah Khan, of Westbourne Road, Luton, leader of the Kashmir Liberation Front, was served with a deportation order yesterday.

Mr Khan, aged 52, who was cleared of explosives charges at St Albans Crown Court last September, was told that he was to be deported because the Home Secretary considered his presence was not conducive to public good.

Bishop of Oxford

The Rev Richard Douglas Harries (right), at present Dean of King's College, London, is to be the next Bishop of Oxford.

Mr Harries, aged 50, is a former warden of Wells, Salisbury and Wells Theological College, and vicar of All Saints, Fulham, south-west London.

The Queen's approved his nomination yesterday. The former bishop, the Right Rev Patrick Campbell Rodger, resigned last July.

Illustrious limps back

The aircraft carrier HMS *Illustrious*, forced to abandon the first half of a Royal Navy world tour after a gearbox exploded, is returning to Portsmouth with more gearbox trouble.

Repairs costing £5 million were carried out when the carrier's starboard gearbox exploded earlier this year. Now a two-inch piece of metal has sheared off in the opposite gearbox in the Gulf of Oman.

Terrorists' deals 'fund activities'

International terrorists are using the profits from legitimate businesses, accounts and investments to fill their war chests, the head of Scotland Yard's detective force said yesterday (Our Crime Reporter writes).

But the use of legitimate financial institutions could prove to be one of the terrorists' weak points. Police and security services should attempt to attack terrorism through its financial roots, Mr John Dellow, assistant commissioner of the Metropolitan police, said.

Speaking at the Royal United Services Institute, Mr Dellow pointed to the Yard's successful policy of attacking the assets of international criminals. If the strategy

worked against criminal gangs it could also be very effective against terrorist organizations.

He said: "It should not be beyond our wit to apply to terrorism the philosophy of striking at money supply and profit. We know that many of the world's terrorist organizations no longer rely on handouts either from individuals, groups or states but are now in the business of investment, property ownership and money dealing."

"This could be addressed in a similar fashion as is organized crime. The concept is also attractive because of the manner in which some funds are acquired for investment such as robbery, fraud and extortion."



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Duke speaks of ghastly quality in some schools

By Derek Harris, Industrial Editor

The Duke of Edinburgh said yesterday that some education in Britain was of a "ghastly" quality and gave a warning that certain comprehensive schools were producing "second-class citizens".

The Duke was speaking to an audience of 300 industrialists after giving this year's London Lecture to the British Institute of Management.

In answers to questions he said that education in Britain was "patchy".

He added: "There are examples of marvellous quality but also many examples of really ghastly quality in education."

It was a question of attitudes. "There are sections of the teaching population which have attitudes that many people do not understand. It is a free country and there is no reason why they should not think this way. Personally I do not think they are doing a great service to the people they are educating."

"In an effort to equalize education there has been development of comprehensive schools which from a philosophical point of view is perfectly reasonable but the difficulty about that, or the consequence, is that most of the comprehensive schools are trying to ape the academic

quality of the old grammar schools.

"It is all very well if you can do that, but it means the stream in the comprehensive school which is not academic or intellectual tends to become a second class citizen. If you take people from the secondary modern schools where they were first class citizens and put them into a first class school then, if the criteria is intellectual quality, they are bound to be second class citizens."

He emphasized: "I am not preaching against comprehensive schools. The problem is perception by the teachers of the school as a whole on where they put their priorities either on intellectual and academic achievement or on practical and technical skills."

In his lecture the Duke had criticized those in education who he believed were trying to do away with competitive sports or with competition of any kind.

There may well be undesirable elements in competition if it gets out of hand but one wonders what life would be like without any challenge or without any opportunity to succeed.

Rumpus on urban aid conference

By Christopher Warman, Property Correspondent

The Prince of Wales today launches Inner City Aid, an appeal to raise funds to support self-help community projects in deprived urban areas of Britain, amid controversy over sponsorship of the conference he will address.

The two-day conference at the Astoria Theatre in London has attracted more than 800 delegates, but a number of tenants' organizations and Shelter, the national campaign for the homeless, have refused to attend. This is because the main sponsor is Regalian Properties, a company specializing in renewing old buildings, many of them council owned, to provide homes for sale. The company has given £25,000 to help pay for the conference.

Case UK, a tenants' organization, is organizing a protest for tomorrow. Community Architecture Information Services, organizers of the conference, yesterday described those attempting to organize a boycott as "narrow-minded and negative". They said that the privatization of public housing estates, while vitally important, was only one of many issues relating to the built environment.

They said the attempt was negative because effective resolution of the conflict involved in privatization would come about only if all parties started talking. Mr David Goldstone, head of Regalian, said he had offered to withdraw, but that was rejected.

The Inner City Trust will administer the funds - intended to reach tens of millions of pounds - raised by its campaigning arm, Inner City Aid. The money will come from commerce, industry, institutions, societies, clubs, private benefactors and the general public.

It will also promote pop concerts and other events to raise money to regenerate communities.

Spectrum, page 15

Community building award is launched

By Charles Knevitt, Architecture Correspondent

The Times and the Royal Institute of British Architects announced yesterday the launching of the second Annual Community Enterprise Scheme for community-based environmental projects.

Mr Rod Hackney, chairman of the scheme, said he hoped there would be even more entries than the 184 last year.

The aim of the scheme is to encourage community involvement in commissioning, designing and managing all types of buildings. These include housing, community centres, adventure playgrounds, workshops for starter and small businesses, urban farms, environmental improvements, and facilities for the disabled.

Awards are given for the most imaginative, viable, and need-fulfilling community projects in the United Kingdom. Entries are assessed on their value to the community, environmental quality, and future plans for maintenance and running.

The 1986-87 scheme is again supported by the Calouste Gulbenkian Foundation, which is contributing £10,000 in prize money. It also plans to publish a second edition of *Community Enterprise Booklet*, in conjunction with *The Times*.

To mark the International Year of Shelter for the Homeless in 1987, there will be a special category for projects which house the homeless. The Prince of Wales, patron of the scheme, will present this year's awards next July. The winners will include Mrs Jessica Douglas-Horne, widow of Mr Charles Douglas-Horne, former editor of *The Times*, in whose name a special award will be given for the most outstanding entry.

The closing date for entries is January 23, 1987. Conditions of entry and entry forms may be obtained from the CES Awards Co-ordinator, Lynne Hutton, c/o Business in the Community, 227A City Rd, London EC1V 1LX. Telephone 01 253 3716.

Claws, the newest dinosaur



By Gavin Bell

A claw, a finger and a humerus bone from an enormous flesh-eating dinosaur, being studied by Dr Alan Chazig (centre) with Dr Angela Milner and Mr Ben Crocker yesterday at the Natural History Museum, London, where Dr Chazig described the partial skeleton as the most important fossil found this century.

The creature, affectionately known as Claws, possessed at least one large claw-bone, unlike any other known dinosaur, and was found in a claypit in Surrey.

It has been named *Baryonyx walkeri*, meaning "heavy claw" and honouring Mr William J Walker, an amateur fossil collector who discovered it in 1983.

The claw is thought to have measured up to 15in long. It would have been used to convey food into a mouth containing almost 130 razor-sharp teeth.

Dr Chazig estimated that it would have measured 30ft in length, and have stood about 15ft high on its hind legs, weighing up to two tons. It was probably a fairly

passive fish-eater living near rivers and swamps. The dinosaur, which lived 124 million years ago, probably scooped up fish, in much the same way as North American grizzly bears do today, although in a rather more spectacular manner.

Claws will go on temporary exhibition at the museum next year. Dr Chazig and his colleagues hope to piece the fragments together into a permanent, mounted display in three or four years' time.

(Top photograph: John Rogers)

News International dispute

TUC victory by electricians

By Tim Jones

The General Council of the Trades Union Congress was told yesterday that the electricians' union had acted "within the letter and the spirit" of directions imposed upon it concerning its involvement in the News International dispute.

It had done so in spite of death threats to union officers and violence against members and their property.

After hearing an uncompromising defence of his union's position from Mr Eric Hammond, the general secretary, the members of the TUC's ultimate ruling body decided by 24 votes to 21 not to invoke disciplinary proceedings against the Electrical and Plumbers Union.

In a statement to the general council, Mr Hammond said he believed that when the council had found his union guilty of five out of seven charges last February, it had ignored the "whole background and culpability of the print unions for their own plight".

Mr Hammond was defending his union against attacks from the print unions Sogat 82 and the National Graphical Association, who were demanding disciplinary action against the electricians' union. EETPU members work at News International's new high technology plant at Wapping, east London.

He said that since the publication of the book *The End of the Street* which implies complicity between his union and the company, there had been a "bury the EETPU" campaign orchestrated by the Communist Morning Star newspaper.

The reality was, Mr Hammond said, that throughout the dispute thousands of Sogat, NGA, National Union of Journalists members and Transport and General Workers' Union members have worked to produce and distribute all News International publications. He added: "In contrast, at Wapping, no more than a couple of hundred EETPU members are employed."

Detailing specific "ferocious" attacks by Sogat and the NGA against each other, Mr Hammond said the general council had to recall a Sogat conspiracy to push his union out of Fleet Street with secret meetings involving EETPU Communists and senior Sogat officials.

His members, he said, had been subject to raids and harassment throughout the provincial newspaper industry and there had been the obstruction of new technology by print unions, which had denied employment opportunities to EETPU members.

Referring to specific allegations that he had given a personal go-ahead to Mr Rupert Murdoch, chairman of News International, to print four national newspapers, including at Wapping, Mr Hammond said: "Such an approval has never been given by me or any other officer of the EETPU."

He said that only through the intervention of the electricians' union, at the request of the TUC, had News International conceded financial compensation to former employees, which could in some cases be in excess of £30,000.

In addition because of his union's intervention the com-

pany had recognized the establishment of a four-union national joint council to act as a consultative body and agreed that former employees would be considered for any vacancies at Wapping.

The reality of the situation, Mr Hammond said, had been put to the TUC congress last September. He had pointed out that his union had in Wapping only a minority of the production workforce.

He had told congress: "Would a call by us secure their stoppage of work? We are, in any case, bound as the print unions did, to have a ballot. Does anyone doubt the result of that ballot?"

"Whatever the result, our funds would be liable, but seemingly, having gone through such a charade, we would be shirking pure like the TCUW and the NUJ. They both had many more members at Wapping but with ineffectual instructions to their members, with a ritual washing of hands, they escaped condemnation."

He also recalled another passage which he delivered to congress: "We refuse to accept responsibility for the plight of former News International employees. The immediate responsibility for that plight lies with the bad judgement of the print unions."

Mr Hammond told the general council yesterday: The EETPU recognize that the TUC's rules, providing they are subject to, and used within, the laws of the land, must be the instrument to settle differences within the trade union movement, however much we dislike the outcome. That is why we accepted the directions with-out reservation."

Kinnock to continue purge on Militant

By Philip Webster
Chief Political Correspondent

Mr Neil Kinnock yesterday signalled that there would be no let-up in his efforts to purge the Labour Party of the Militant Tendency.

The party leader won a vote at the national executive committee meeting for a new inquiry into the Liverpool Labour group, which some members hope will lead to the removal of Mr Tony Benn, its new hard-left leader, and pave the way for the disbandment of the Militant-dominated Knowsley North constituency party.

He overwhelmingly defeated a left-wing attempt, led by Mr Tony Benn, to block further party expulsions.

Mr Kinnock moved swiftly against Mr Benn, who became leader of the Labour group last week in a hard-left coup which deposed Mr John Hamilton, the veteran leader.

Mr Benn, who, as chairman of the council finance committee, masterminded Liverpool's budget fight with the Government, infuriated Mr Kinnock by appearing at a press conference soon afterwards at which Mr Derek Hanton declared that he was still deputy leader of the council. Mr Hanton has since stood down.

Mr Kinnock moved for a three-man inquiry into the Liverpool Labour group, "and the constitutional position of Councillor Benn following the group meeting and his apparent immediate breach of the party rules and constitution".

He won the vote by 19 to five after a passionate speech in which he attacked the treatment of Mr Hamilton, who he said had endured "every taunt, pressure and insult".

Mr Benn faces disciplinary action if the inquiry, headed by Mr Ken Cure, finds that he acted unconstitutionally in immediately failing to withdraw support from Mr Hanton and other expelled members.

Sikh was 'horrified by plot'

Parvatsi Singh Marwaha, one of three Sikhs accused of a conspiracy to assassinate Mr Rajiv Gandhi, the prime minister of India, was horrified when he heard of the plot, Birmingham Crown Court was told yesterday.

Lord Gifford, QC, representing Mr Marwaha, a company director, aged 44, from Keddleston Road, Leicester, told the court that he had been roped into the plot.

He said that Mr Marwaha was asked to go to a meeting, but when he realized assassination was being discussed, he did not believe what he was hearing.

"He decided to play along to get away and stop it," Lord Gifford said.

Mr Marwaha, together with Jarnail Singh Ramana, aged 46, of Canon Street, Leicester, and Sukhvinder Singh Gill, aged 30, of Worthington Street, Leicester, all deny conspiracy to commit murder and soliciting others to commit murder.

The trial continues today.

£1.6m fund for helicopter safety scheme

The Civil Aviation Authority confirmed yesterday that it is to spend £1.6 million on research into improving helicopter safety (Our Air Correspondent writes).

As disclosed by *The Times* last week, the fund will be made up of £600,000 from the CAA, £500,000 from the Government and £500,000 from the helicopter industry.

Mr Christopher Tugendhat, the CAA chairman, said yesterday: "It will be used over three years to fulfil the long-term need for an altogether higher standard of safety."

Average home is burgled once every 35 years

By Peter Evans
Home Affairs Correspondent

The Government is approaching the general election without announcing a law and order, which is expected to be one of the main issues of the campaign.

Instead ministers will be relying on the Government's record, including increased spending, a general strategy within the present legislative framework, and the Criminal Justice Bill now before Parliament.

The Government's intentions are plain from a working paper, *Criminal Justice*, published this morning as a pre-emptive strike before the second reading of the Bill also today.

The document provides a mass of information with

which Conservative MPs can base counter-attacks on Labour in the run-up to the general election, whenever it is, and during the campaign.

Using this detailed information the document says that although a burglary a minute all year throughout England and Wales sounds alarming, the chances of the "typical household" being burgled in a year are one in 35.

The "statistically average person" aged 16 or over can expect a robbery once every 450 years; an assault resulting in injury once every century; the family car to be stolen or taken by joyriders once every 60 years; a burglary in the home once every 35 years.

But it adds that 30 per cent of males born in 1953 had been convicted of a relatively serious criminal offence by the age of 28. About 5 per cent of

Move to cut jail terms

Prison sentences should be cut by a new supervised release scheme for those serving less than three years, the National Association for the Care and Resettlement of Offenders said yesterday in evidence to the Commons home affairs committee.

Under the proposal, floated by the Home Office in 1981

known offenders commit 70 per cent of detected crime.

The Bill will provide a vehicle with which ministers can get their good intentions across to voters.

Although minor Bills in the Home Office field would not be ruled out after an election, the belief within the Government is that the balance between extra powers to deal

but not implemented, inmates would serve shorter jail terms, but be supervised outside with the threat of recall if they misbehaved.

The association called for alternative ways of dealing with fine defaulters, who account for a quarter of all jailed offenders.

with crime and the safeguarding of individual's rights is about right.

But the process is not finished. The Government's pre-election strategy includes:

- Strengthening court and police powers while keeping safeguards for individuals.
- Still more resources for police, prisons and probation.
- Making criminal justice

more efficient and effective.

- Better support for victims
- Action to prevent crime.

"Over the last 30 years the statistics of recorded crime have consistently made gloomy reading," the working paper says. Improved police/public relations, the increase in the use of the telephone and the extension of insurance can all put up the level of recorded crime and so make the crime figures look more serious. Paradoxically, more police officers may result in more reported crime.

The working paper says: "Crime in England and Wales has been growing at a fairly constant rate since the 1950s and, as in other western countries, is at a level which causes very serious concern."

Criminal Justice, a Working Paper (The Library, Home Office, 50 Queen Anne's Gate, London SW1H 9AT).

DOMESTIC DAMP?

A once and for all solution to the problems caused in the home by condensation is now available.

By introducing just one compact, efficient unit to each home, which, via an advanced refrigeration process, quietly, quickly and permanently absorbs atmospheric moisture, your home can avoid rotting woodwork, peeling paper and plaster, damp curtains and general discomfort.

If you'd like further information on how to rid your home of costly and annoying wetness, with running costs as little as 1p an hour, write to Mr or Mrs C. Reed, of DUG Diploids Ltd., the country's leading dehumidification experts, for details, free no-obligation home demonstrations, etc., at 29 Forest Road, Oldbury, Walsley, West Midlands B68 0ED. Tel: 0522-42522, quoting reference DT20.

Tell patients the risks they face in treatment, doctors are advised

By Thomson Prentice, Science Correspondent

Patients should be told more about the risks of surgery and other medical treatments, rather than receiving the "benevolent deception" of doctors, a report published today says.

Patients should be allowed more "freedom to gamble" on treatments in a move towards shifting the responsibility of risk-taking in medicine more towards the patient and away from the doctor, the report by the Office of Health Economics said.

"It is complacent to assume that a patient's desire to gamble on a treatment will be the same as the clinician's. Patients are often averse to taking risks, and are prepared to trade longevity for quality of life improvements," the report said.

The question was how much risk information to give patients so as to educate rather than frighten them, Mr Bernie O'Brien, of the Health Economics Research Group at Brunel University, the report's author, says.

Mr George Toeling Smith, director of the OHE, which is funded by the drugs industry, said yesterday that there was a "rational irrationality" in how risks to patients were assessed.

A patient suffering from angina who underwent a coronary by-pass operation had a one in 30 chance of dying within a month. Someone with an arthritic hip would be prescribed drugs which had a one in 10,000 risk of causing death.

Surgeons treating the angina patient did not have to give a warning of the risks of surgery, but the drug would be withdrawn because it was too dangerous, he said.

"Some surgeons have made claims for the benefits of operations that would simply not be tolerated if they were made on behalf of individual drugs," he said.

Drug companies should be completely frank with independent researchers investigating the claimed benefits of a product. It would be "totally irresponsible" to conceal any details of the possible risks of taking the drug.

But many patients who were suffering from arthritis and rheumatism had been deprived of the only drugs that could alleviate their pain because of the assessments of the Government's Committee on Safety of Medicines of the drugs' potentially fatal hazards. Fully informed of the risks, many people would have chosen to continue with those drugs, he said.

Some patients were naturally "risk-takers" while others were naturally "risk-avoiders", the report said.

Doctors should take this into account when judging a patient's willingness to take a medical risk. Both the health professions and the general public needed to learn more about the actual risks faced every time a medical procedure was carried out.

Medical or surgical progress would be impossible unless patients were prepared to accept inevitable risks of treatment.

What Are My Chances, Doctor? (OHE, 12 Whitehall, London SW1A 2DY; £1.50).

Private locum agencies, anxious to cash in on the shortage of junior doctors, are going bankrupt, leaving debts of thousands of pounds (Jill Sherman writes).

Dr Ian McKim Thompson, deputy secretary of the British Medical Association, said that the BMA had had complaints from members who had not been paid or whose payment had been held up by several months. "We found that a few companies had gone into liquidation or no longer existed and there was no way of chasing up payments," he said.

Private agencies providing temporary medical cover for holidays, sickness and study leave, are mushrooming all over the country because of a high demand for locum doctors. Many offer rates of up to three times the NHS and take agency payments of at least 20 per cent. But faced with delays from health authorities forwarding the payments some companies are running into serious difficulties.

Advice for clergy on help with Aids

Church of England clergymen who treat Aids patients must not question the morality of the victims' lifestyles and should put aside their own views about homosexuality and drug abuse, according to guidelines issued by the church today.

All those who suffer from the disease deserve both compassion and help, and the church should assist in promoting their pastoral care, the guidelines, contained in a booklet, suggest.

"Such pastoral concern is quite different from making moral judgements about matters such as homosexual acts, through which Aids has been usually, but not always, transmitted."

The booklet, prepared by the church's social policy committee, deals with pastoral rather than moral aspects of Aids, the Bishop of Birmingham, the Right Rev Hugh Montefiore, says in a foreword.

Encouraging sensible reactions to the development of Aids, responsible behaviour among people who are at risk and sensitive care for those affected are priorities, the booklet says.

Aids: Some Guidelines for Pastoral Care (Church House Publishing, Great Smith Street, London; 60p).

Pathologists at St Mary's Hospital, Paddington, refused to carry out a post-mortem examination on a haemophiliac because they feared catching Aids, an inquest at Westminster was told yesterday.

Mr Christopher Ashe, aged 28, of Needham Road, Westbourne Park, west London, who collapsed and was found dead by his wife on October 22, had been tested regularly for the virus. Each time the tests proved negative, the inquest was told.

Dr Paul Knapman, the coroner, recorded an open verdict.

Mother tells of shop visit

A newsgang accused of selling typewriter correction fluid to a boy who later died from inhaling it, denied stocking the fluid when confronted by the boy's mother, a court was told yesterday.

Lee Kendall, aged 14, collapsed and died on August 8 after sniffing the fluid with friends in a park in Bermondsey, south-east London.

Mrs Maria Kendall, his mother, told Tower Bridge Magistrates' Court that the next day she, her mother, and her daughter went to a newsgang's shop in Dunton Road, Southwark, and asked Mr Chandrakant Patel, the shopkeeper, to return a radio which she believed her son had traded for fluid.

He denied having the radio but produced a tape recorder that the boy had left with him several days before.

Mrs Kendall, of Hazel Way, Bermondsey, said: "He denied that he sold the fluid and he denied that he even stocked it."

But her daughter pushed him aside and saw a box of the fluid.

Mr Patel, aged 35, and his cousin, Mr Sureshbhai Patel, aged 23, both of St Stephens Close, Southall, west London, deny supplying Lee Kendall with the fluid while knowing him to be under 18 and being aware that he intended to sniff it.

Chandrakant denies two charges and his cousin one. The case continues.

Papers of revolution for sale

Important Marxist literature, including the first nine issues of the original *Izvestia*, reporting the start of the Russian revolution in 1917, will be auctioned at Sotheby's today.

Valuable first editions of books by Karl Marx and Friedrich Engels will also come up for auction, after the successful sale of the first edition of *The Communist Manifesto* last May for £26,400.

The nine copies of *Izvestia*, dating from February 27 to March 4, 1917 (Russian calendar), "some slightly torn along the folds, the paper yellowed, a few edges slightly frayed," were printed by an anonymous committee of Petrograd journalists and are expected to fetch between £5,000 and £7,000.

It was the first newspaper to report the start of the Russian revolution in 1917, after the Tsarist newspapers went on strike. The February 27 issue features the report of the Petrograd garrison's supply of arms and ammunition to the workers, striking against the government.

The headline declares: "The newspapers aren't coming out. Events are happening too quickly. The people must know what is happening."

But it was also the first of three different newspapers, all called *Izvestia* meaning "news", to appear at that time.

Therapist 'interfered in affairs'

Dr Joseph Jaffe, the hypnotherapist accused of serious professional misconduct, interfered with the business affairs of a patient whom he brainwashed into secrecy, a disciplinary hearing was told yesterday.

Eventually the patient, Mr George Waterson, aged 49, a wealthy businessman, was encouraged to go to the fraud squad by another psychiatrist, although police inquiries into the case remain unknown.

This was alleged at a General Medical Council hearing in London where Dr Jaffe, aged 60, a former mayor of Salford, Manchester, denies five charges of serious professional misconduct.

The accusations were made by Dr Ian Clark, a former consultant psychiatrist at Cheadle Royal Hospital, who treated Mr Waterson after he had spent five years in the care of Dr Jaffe.

In that time, Dr Jaffe had allegedly administered an addictive drug concoction which he called "Jaffe juice" as part of hypnotherapy treatment, for which he charged up to £50,000.

Dr Clark said Mr Waterson, married with four children from Altrincham, Cheshire, showed him business documents including bank statements.

Dr Clark said: "The conclusion I came to was that there were clearly irregularities which needed to be further looked into by the appropriate authorities."

The case continues.

Bailiffs 'too heavy-handed'

By Frances Gibb, Legal Affairs Correspondent

Councils and housing associations who send in bailiffs when tenants are behind with their rent are criticized as "unnecessarily cruel" and "heavy-handed" by the National Consumer Council today.

In its evidence to the Law Commission the council calls for "this pernicious practice" to be stamped out and supports the commission's proposal that the right of public landlords to tackle rent arrears in such a way should be abolished.

Mr Michael Montague, council chairman, says: "The practice of sending bailiffs in like this is called, most appropriately, 'distress for rent'. Not only is it unnecessarily harsh, it is actually counter productive."

The Association of District

Councils advised its members to take such action as a last resort, but a few "heavy-handed" councils seemed to send in bailiffs without warning tenants first, he said.

Those who got behind with the rent were likely to be those low-income families who could not pay, because of a sudden drop in income, rather than those who would not.

Their plight was made worse by bailiffs coming in and seizing household essentials such as furniture and selling them for far less than their value. In one case this had happened to settle a debt of only £20.

"Bailiffs can, and do, seize and sell almost anything, including articles belonging to other people, such as rented TV sets," he added.

In some cases they are

alleged to have entered premises when only children were in the house and seized goods," he said. In other cases it was alleged they "turned out drawers or cupboards and smashed fittings".

Although there are legal limits on what bailiffs are allowed to take, and the tenant can pursue a bailiff for illegal action in the courts, he must first settle his debt in order to recover the goods.

The council calls for rent arrears to be tackled in other ways, and says that councils should first review their rent collection procedures and ensure they have not made the problem of arrears worse by dropping weekly collections. *Distress for Rent* (National Consumer Council, 20 Grosvenor Gardens, London SW1 0DH; free with sale).



Alison Pankhurst, aged 16, great-niece of Emmeline Pankhurst, the suffragette, posing yesterday beside her kinswoman's statue next to the Houses of Parliament in London. Miss Pankhurst, school captain at Ramsden Girls' School, Orpington, Kent, who hopes to become an Army officer, was one of the winners of the Leadership '86 competition, part of the Confederation of British Industry's Industry Year to find potential leaders of the nation from among the pupils of 7,000 schools. Girls outnumbered boys by two to one in the final list (Photograph: Chris Harris).

Concern at closure of services in rural areas

By John Young

The present debate about the future of farming and the countryside should be widened to include the mounting problems of unemployment, inadequate housing, school closures and lack of services that faced many rural communities, Lord Vinson, chairman of the Development Commission, said yesterday.

"Villages used to be places where people lived and worked and not just places to which commuters returned home to roost at night," he said.

Last year some 7,000 jobs were lost in agriculture, compared with only 1,000 the previous year. To this should be added thousands more jobs lost in the agricultural service industries.

"We believe there is an opportunity now for the Government to demonstrate its concern for rural areas, and to help them adjust by redirecting some of the savings from agricultural support into more general support for rural communities," he said.

"Developing alternative sources of farm income through diversification and new forms of land use may help to keep some farmers and their families in business. But the scope for creating new jobs in this way for the displaced farm workers, let alone meeting other employment needs, is limited."

Lord Vinson was speaking at the launching of the commission's annual report, which says many rural counties have unemployment rates well above the national average.

The report discloses that in England 483 village schools have closed since 1980. In Surrey 39 villages lost at least one shop between 1973 and 1983, leaving 18 without any. Against the grain, page 14

Portfolio Gold—Australian trip for winner

Mrs Eileen Card is the sole winner of yesterday's Portfolio Gold prize of £4,000.

Mrs Card, aged 53, from Blackfield in Southampton, has played the Portfolio Gold game since it started in *The Times*.

She said she was "very pleased" to have won.

When asked how she intended spending the prize money, she said: "My husband and I will use it to visit our daughters in Australia next year."

Readers who wish to play the game can obtain a Portfolio Gold card by sending a stamped addressed envelope to:

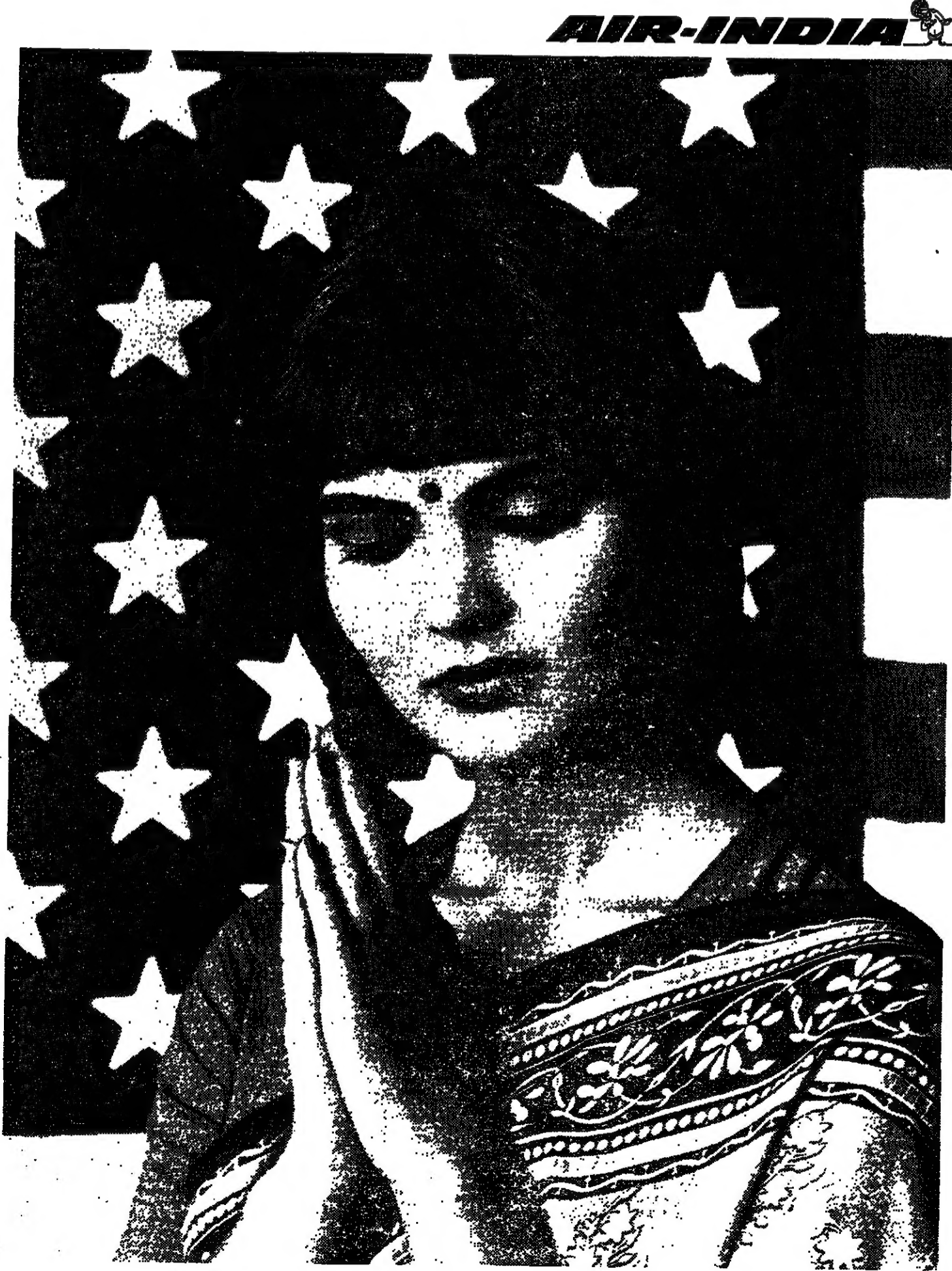
Portfolio Gold, The Times, PO Box 40, Blackburn, BB1 6AJ.



Mrs Card: Pleased to win

Man accused of PC murder

A man detained in North Staffordshire Royal Infirmary in Stoke-on-Trent was yesterday charged with the murder of PC John Taylor. He is Terrence Butcher, aged 26, of Birmingham.



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November 26 1986

Government is accused of fiddling trade figures

INVISIBLE TRADE

Allegations of fiddling figures for invisible trade were tossed around the Commons chamber during exchanges on a private notice question.

It began with Mr John Smith, chief Opposition spokesman on trade and industry, highlighting scepticism in the City about the recalculation of invisibles in the trade figures to show a higher surplus and warning the Government to be careful in view of its record in "manipulating" unemployment statistics, not to let its previous convictions run before it.

It continued with Mr Michael Howard, Under-Secretary of State for Trade and Industry, challenging Mr Smith to say in the clearest possible terms if he was in any way alleging that the figures had been doctored by statisticians at the Central Statistical Office.

It ended with Mr Ian Gow (Eastbourne, C) refusing to answer his remark, despite an appeal by The Speaker (Mr Bernard Weatherill) in the name of Christmas, that it was Mr Smith who would apparently fiddle the figures - a totally unjustified allegation, according to Mr Smith.

Responding to Mr Smith's request for a statement, Mr Howard said: "Statistics of invisible trade are compiled by the Central Statistical Office mainly from quarterly and annual surveys of businesses and individuals engaged in invisible trade transactions."

"This information becomes available much less frequently than the corresponding information for visible trade. Estimates of the invisible balance for the third quarter of 1986 and the month of October were calculated by the statisticians of the CSO on the basis of the latest information available to them."

Mr Smith asked if the Government was concerned about a report in *the Financial Times* which said that the large revisions in the invisibles came as a surprise and were greeted with widespread scepticism in the City. Such scepticism, he said, was disturbing about figures on which the markets depended and the integrity of which ought to be beyond question.

In order to restore confidence in the figures, and bearing in mind the heavy reliance placed on invisibles in the autumn statement, next time a more detailed justification for the calculation of invisibles should be shown so that the scepticism does not recur.

Mr Howard said that, unlike others, he regarded some newspaper reports with scepticism. These changes had been made because it became clear to the CSO statisticians that there were changes of a magnitude which ought to be drawn to the attention of the public.

The House was accustomed to the Opposition finding failure where there was none and Mr Smith should now stop sniping at the success represented by these figures for invisibles.

Mr Howard said that he did not believe that there was widespread scepticism in the City. Indeed, it was due in no small part to the City's performance over the period in question that the invisibles had recovered.

Mr Anthony Nelson (Chichester, C) said that it was quite extraordinary that when a trade deficit was announced the Opposition like the Government's economic policies but when a trade surplus was announced...

nounced they accused the Government of fiddling the figures. It was not the Government accounting in support of its economic policies.

Mr Howard agreed. The Opposition was unwilling to recognise good news when it was thrust before them.

Dr Henry Bray (Motherwell South, Lab) said that there were suspicious circumstances that this change should apparently have occurred just at the moment when the balance of payments would otherwise have slipped into deficit.

Mr Howard said the Opposition were questioning figures produced by CSO statisticians.

Mr John Townsend (Bridlington, C) asked to what extent the Opposition's pessimism would affect the value of the pound.

Mr Howard thought that the markets were sufficiently used to the antics of the Opposition to take their comments in an appropriate spirit.

Mr Bruce Millan (Glasgow, Govan, Lab) asked why the publication of these figures had been brought forward.

Mr Howard said that large changes became evident to the statisticians which they thought it would be right to bring to the attention of the public. He hoped that Mr Millan was not suggesting that inaccurate figures should be put forward.

Mr Robert Sheldon (Ashton-under-Lyne, Lab) asked if the statisticians had insisted that their revised figures should be incorporated in the trade figures.

Mr Howard said that he did not know if Mr Sheldon was suggesting that the Government ought to have told the statisticians to take their figures back.

Mr Alex Fletcher (Edinburgh Central, C) asked the minister to confirm that there had been no change in the relationship between trade ministers and the professional statisticians since the latter provided figures for his report in *the Financial Times* which said that the large revisions in the invisibles came as a surprise and were greeted with widespread scepticism in the City. Such scepticism, he said, was disturbing about figures on which the markets depended and the integrity of which ought to be beyond question.

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Mr Michael Howard (left): Challenge to Labour on statistics. Mr Robert Hughes: Poor being sacrificed to market freedom. Mr Malcolm Rifkind: A generous pay offer to teachers.

Too little spent on the arts

HOUSE OF LORDS

The arts was a booming growth industry and making an important contribution to the national economy, yet public funding was ludicrously small.

Lord Donsmore (Lab) said in the House of Lords when opening a debate on the need for better provision for the arts.

The respect and priority given to artistic endeavour was fundamental to the quality of life in society, he said. That might seem obvious, yet it needed stating in view of the low priority given to the arts by the Government.

It was striking how isolated the Government was on the issue and how the Minister for the Arts (Mr Richard Luce) was so isolated as to be virtually invisible. The Government had apparently concluded there were no votes in the arts.

Yet, in addition to the many tens of thousands working or dependent on the arts, more people in the United Kingdom went to the theatre, heard music and visited museums than watched football. Maybe there were more votes in it than the chairman of the Conservative Party (Mr Norman Tebbit) realised.

Public funding was about 0.003 per cent of national expenditure as a gross figure and as a net figure about 0.001 per cent or zero.

The alternative to increased funding was to cease to be in the international league, to cease to have performers of international calibre and to slip into the second division.

Lord Boyd-Carpenter (C) a former Minister for the Arts, said that a plea was heard year after year for more public provision for the arts, yet under this regime the arts had progressed and developed.

Lord Ritchie of Dundee (L) said that a voice to speak for the arts was needed in Cabinet, backed up by a department of state. That would offer more clout.

Lord Charteris of Amisfield (Ind) said that, as chairman of the National Heritage Memorial Fund, he could say that the Government had been extremely generous and provided sufficient money to fulfil the tasks given it by Parliament.

Only on rare occasions and they had to refuse assistance to projects for lack of funds.

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Benefit of bus freedom evident, says minister

BUSES

The results of the new freedom for bus operators were already visible, Mr John Moore, Secretary of State for Transport, said when the Commons debated the effects of bus deregulation.

New services were being introduced and neglected corners of the market were being developed.

He moved an amendment to an Opposition motion calling for the repeal of the Transport Act, 1985, and its replacement with legislation designed to put the social and economic needs of the community and the travelling public in the forefront of public transport policy.

The amendment congratulated the Government on its radical measures to arrest the long-running decline of the bus industry by abolishing outdated controls and creating the conditions in which competition, innovation and enterprise could flourish and provide better services, while enabling local authorities to obtain value for money in subsidising socially necessary services, thereby putting the social and economic needs of the community and the travelling public in the forefront of public transport policy.

The 1985 Act bringing in deregulation was an abject failure, Mr Robert Hughes, Opposition spokesman on Transport, said when moving the Opposition motion.

Those who depended on public transport for mobility - the elderly, women and children in large housing estates, and com-

ment had made the most radical changes in the bus industry for 30 years. It had removed outdated controls that were crippling the industry and had sought to create the maximum possible potential for innovation and efficiency. At the same time, it had safeguarded the provision of socially worthwhile but commercially unprofitable routes.

A clear-eyed look at the bus industry immediately identified two kinds of service: those that were commercially viable on their own and those that were socially necessary but could not be operated without a subsidy. The Government said that the free market must identify which was which.

Under the new Act any licensed operator could run a bus route so long as safety standards were met. Competition was ever present and was having a remarkable effect on the efficiency of bus operators.

There was no compromise on safety under deregulation. It remained the priority it always had been.

Mr George Howarth (Knowsley North, Lab) in a maiden speech, said that 67 per cent of all households in his constituency did not have access to the use of a car. Deregulation had many effects on his constituents, all of them for the worse. In some cases it made it difficult for them to seek employment. The lack of buses was beginning to have a deleterious effect on the local economy.

Coal Industry Bill

Measure would give equal rights to the UDM

The following is a summary of the debate on the second reading of the Coal Industry Bill.

The Coal Industry Bill, which would help to give the Union of Democratic Mineworkers (UDM) equal representation with the National Union of Mineworkers on coal industry pensions organizations and charities was given its second reading after the defeat of an Opposition amendment rejecting the Bill by 263 votes to 177.

The Bill was given a second time by 263 votes to 173 - Government majority, 90.

The debate was the occasion for a farewell speech by Mr Don Concannon (Mansfield, Lab), who said there was a political apartheid in Nottinghamshire where the UDM represented most of the miners. He urged the Labour Party to stop the rejection of loyal party members after 20 years' service because they were associated with the UDM.

Mr Peter Walker, Secretary of State for Energy, moving the second reading of the Bill, said that it changed the name of the National Coal Board to the British Coal Corporation and would encourage the industry to be successful in improving its viability and its performance in production and marketing.

It was envisaged that over the next three or four years more than £2 billion of new capital investment would go into the industry.

The NUM had refused to give up any rights over the institutions including the pension funds and welfare services, that its members had contributed to.

Mr Stanley Orme, chief Opposition spokesman on energy, moved an amendment opposing the Bill.

"Miners believe that this is a pit closure Bill. It is not a Bill for recovery."

Since 1979 there had been a loss of 100,000 miners. "The NUM before us continues the process. It sets the preconditions for further pit closures and further redundancies." Inherent within it was the privatization of the coal industry. Written into the small print was a dangerous expansion of nuclear power, an expansion this country neither wanted nor needed.

"This Bill spells doom to coalfield communities, not just in the peripheral areas, but central coalfields too."

The Bill was not dealing with the central points which the Opposition believed faced the industry. It was contrary to a certain organization.

Mr John Osborn (Sheffield, Hailam, C) said that the Bill would ensure that members of the UDM would have equal rights with the NUM on charities and similar institutions that had been set up for the benefit of all miners.

Mr Don Concannon (Mansfield, Lab) said that he was making his first contribution for 16 months after a motor accident. It looked as if it would be his last. He said that it would, in part, be against his own Front Bench.

"No one can dispute what union represents the vast majority of mineworkers in the Nottinghamshire area. They have been working for their own legitimate rights of fair representation on the bodies that affect their members." The Bill provided fair representation.

"This has all been tried by negotiation but the NUM has consistently refused to recognize the reality of the situation. So the Government has had to act."

If the Bill helped to stop the intimidation that still went on between the two groups, then it was worth supporting. "We have political apartheid in Nottinghamshire. Not only are UDM members not allowed to join the Labour Party but in certain sections even members of their families are not allowed to join."

That still takes place only makes them more determined to succeed."

It was said to find that the battle was being fought in the local Labour parties, not for the good of the Labour Party, but just for vengeance on people who took certain actions a few years ago.

"I have never considered myself to be anything else but a Nottinghamshire miner and I have done my best to look after their interests along with my constituents for nearly 21 years. I only wish we could turn the clock back."

"It is time somebody started the process of healing these wounds. If this is one way, then I am all for it. It saddens me that for the first time in 21 years I have had to speak against my party's actions on this Bill."

Mr Malcolm Bruce (Gordon, L) said that "Scargillism" had to be resisted. The country was the better because that kind of evil had been defeated.

"I wish someone would pass this along to Waltham Road (Labour Party headquarters) because for two years some of us have tried to get this acted on but to no avail."

The UDM was certainly not going to go away. Threatening Nottinghamshire miners would not bring the results desired.

"Miners are not to be threatened or bullied and the intimidation that still takes place only makes them more determined to succeed."

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Mr James Lester (Bromsgrove, C) said that he paid tribute to Mr Concannon and recognized the brave speech he had just made. The House recognized his sincerity and the value of his contributions to the national effort.

Mr Spencer Batiste (Rivet, C) said that it was not surprising that Mr Kinloch, who lacked the guts to stand up to Arthur Scargill and others had defeated him, now lacked the guts to support basic human rights in the trade union movement.

Labour wanted to deny UDM members all protection.

Mr Michael McGuire (Macclesfield, Lab) said that he was at odds with many of his colleagues in his belief that there should have been a ballot before the last miners' strike. Until then the backbone of the NUM had been its steadfast allegiance to that elementary test of democracy.

It was now time for the NUM to hold out the hand of friendship to the UDM. The way the UDM would always be the same was for the NUM to say there would never again be a strike without its being put to the test of a ballot. It was not in the interests of either union to allow the conflict to fester and grow.

Mr David Ashley (North West Leicestershire, C) said that Mr Kinloch let Arthur Scargill sleep on his lap. Only Mr Concannon had the courage to refuse to allow Mr Scargill to have his say.

Mr David Hunt, Under-Secretary of State for Energy, said he had obtained a copy of a document detailing a Labour Party memo which said the sensitivity of the electoral position in North Nottinghamshire was appreciated and the importance of not alienating local members in the UDM recognized.

The Government is to close a newly discovered legal loophole which is once more allowing Spanish vessels to fish against valuable British quotas.

Operators in Plymouth and elsewhere have been buying up decrepit British boats and transferring their fishing licences to much larger Spanish-owned vessels which can then operate from British ports and in British waters.

According to a written parliamentary answer from Mr John Gummer, the fisheries minister, there are now 73 Spanish-connected vessels registered in the United Kingdom, 50 of them former Spanish vessels flying a British flag of convenience and 23 former British boats "beneficially owned by Spanish interests". The second category has increased by 17 in the past year.

After pressure from angry MPs, Mr Gummer has just announced a moratorium on the transfer of fishing licences from small boats to vessels of 80 feet or more. From January

1 legislation will be altered to invalidate licences belonging to boats that have not fished in the previous 100 days.

Mr Anthony Streen, Conservative MP for the Devon seat of South Hams, has described the present situation as a national scandal and called for licences to be limited to British citizens fishing from British boats. Mr David Harris, Tory MP for St Ives, said yesterday that the position was horrifying.

The number of Spanish-controlled boats registered in Britain had "shot up recently", he said, and he called for tough new legislation to tackle the scandal.

"The Transport minister should have discretion to refuse to re-register a foreign boat if he suspects it is being transferred to the British register simply to gain access to our waters and fish quotas."

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Free vote in Lords on homosexual bias Bill

By Sheila Gann, Political Staff

Labour peers will have a free vote next month on a private peer's Bill aimed at curbing pro-homosexual bias in some Labour-controlled schools.

It was disclosed yesterday that there will be no Labour whip on the Bill's second reading on December 18, which means that it stands a good chance of completing its passage through the House of Lords and going to the Commons.

Many Labour peers sympathize with its aims, but are likely to abstain because of an unwillingness to vote for a measure aimed so precisely at left-wing local authorities.

Lord Halsbury, an independent peer and president of the National Council for Christian Standards in Schools, argued that his Bill will prevent local councils financing schools that actively promote homosexuality. It will also give parents the right to sue such councils. He saw homosexuality as a "disability", he said.

"The state of affairs among the 'loony left'-controlled

councils is getting appalling. So-called heterosexuals are being victimized and some of them threatened with violence."

"The best way to tackle this is not through the Education Act, which is already a shambles because of the disagreement over sex education between Government ministers and their backbenchers. We say if you want to preach homosexuality - and that heterosexuality is a male-dominated perversion - you cannot do it on the rates."

He added: "I am anti-homosexual. Some of them are responsible people and some of them are not."

"These are the ones who indulge in exhibitionism, promiscuity, proselytizing and boasting of homosexual achievements."

The Department of Education and Science said it wanted to test the effectiveness of the new powers in the Education Act, which came into effect on January 7, before backing stricter controls.

Free vote in Lords on homosexual bias Bill

By Nicholas Wood, Political Reporter

The Alliance yesterday sought to evoke the spirit of 1966 and the seminal television programme *Cathy Come Home* as it pledged itself to a £2.8 billion spending boost to overcome the country's housing problems.

The extra cash targeted on building new homes, repairs and insulation was linked to the launch of a national campaign aimed at making the Government's record on housing an issue in next year's local elections and the widely expected general election.

Party activists have been equipped with a detailed pack designed to highlight the claimed shortcomings of seven years of Tory rule and the Alliance recipe for generating homes fit for the nation's children.

Yesterday, its leaders castigated the Government for policies that had seen the number of homeless families nearly double over the seven years to 1985 from 53,000 to 94,000.

They pointed to a divided

Alliance housing policy

By Nicholas Wood, Political Reporter

Britain in which those who had prospered under Mrs Margaret Thatcher were blissfully unaware of a stratum of society in which millions lived in homes in a "serious state of disrepair" or on soulless estates.

Mr John Cartwright, the SDP housing spokesman, spoke of blocks of flats where the lifts are constantly out of order, where walls drip with damp and condensation and where graffiti and vandalism are the norm.

"It's a way to expect people to live in 1986 and yet hundreds of thousands of people are being forced to live that way because they are told money is not available to repair their homes and bring them up to standard."

Mr Simon Hughes, the Liberal housing spokesman, attacked Labour for its outdated commitment to new municipal housing, saying the Alliance would instead concentrate its energies on the renovation of properties and the creation of a partnership

between public and private finance through housing associations and shared ownership schemes.

The Alliance said that the Government has cut capital spending on council housing by 60 per cent since 1979 so producing a 40 per cent drop in the number of completions. One and a quarter million households were on local authority waiting lists and demand was continuing to outstrip supply.

Dr David Owen, the SDP leader, said that this winter hundreds of elderly people would die of hypothermia and cold-related illnesses because of poor housing, and children were also being put at risk.

"We owe it to our old people to improve the condition of the housing stock."

The Alliance is to campaign on a nine-point programme, which includes allowing councils to spend the £6 billion of receipts from council house sales now locked in their bank accounts, increased home improvement grants and a

Spanish fishing gap in law is to be closed

By Martin Fletcher, Political Reporter

The Government is to close a newly discovered legal loophole which is once more allowing Spanish vessels to fish against valuable British quotas.

Operators in Plymouth and elsewhere have been buying up decrepit British boats and transferring their fishing licences to much larger Spanish-owned vessels which can then operate from British ports and in British waters.

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Local authority finance: 1

Government launches its 'rates revolution' after 13-year struggle

The publication today of a Bill to set up a new rating system for Scotland, as a test bed for further legislation to follow for England and Wales in the next Parliament, marks the beginning of the end of a 13-year quest by Mrs Margaret Thatcher.

It has been her desire since 1973 to "do something about the rates" which she regards as monstrously unfair.

It was Mrs Thatcher's exasperation at the failure of her ministers in the last Parliament to come up with an alternative to rates that led her to bounce the Cabinet at their last meeting before the 1983 election into the politically expensive and time-consuming commitment to scrap the GLC and the six main metropolitan councils.

That decision cost Mr Patrick Jenkin, the former Secretary of State for the Environment, his career and established Mr Ken Livingstone as a national monument.

The Government's case against the present rating system is clear enough. Too few people pay rates, too many are insulated by rebates and subsidies from the impact of the spending decisions of those

The Government will today launch its plans for a rates revolution in Britain, starting with Scotland. Robin Oakley, Political Editor, reports that the Cabinet's ideas are provoking controversy, inside and outside the Tory Party.

whom they vote into office. Under some high-spending councils in inner-city areas as few as 20 per cent of those with votes are paying rates.

In an electorate of some 35 million, about 21 million of whom pay income tax, there are only 18 million ratepayers, of whom at least three million have their rates met in full by rebates and many more of whom are subsidized.

Rates, paid only by the head of the household, bear only a limited relationship to ability to pay, particularly for single people living alone as compared with houses full of wage earners. They are not related to the use of services and are capricious in their effects between different areas.

The rating system, incomprehensible to most ratepayers, is based on imputed rental values for property which are now, in England and Wales, 15 years out of date and meaningless anyway as the rented housing market is now negligible.

More than half the rate income of local authorities comes from industry and business, who have no votes. The non-domestic rate raises some £7 billion, compared with about £5 billion from domestic ratepayers.

It is not only the inequity of the rating system which disturbs ministers, it is the disruption of the Chancellor's calculations by local government spending which has led to a state of almost permanent warfare between Secretaries of State for the Environment and the town halls since the Government came to office in 1979.

The problem has been that almost every alternative considered has upset the Conservative Party or its supporters. Now that the Government has discovered the political will to begin replacing the present system it is set for a new period of turmoil within its own party.

Tomorrow: Government plans and the snags.



Boy's dreams come true

Gregory Perkins, aged 15, who was able to fulfil his most exciting ambitions before undergoing heart surgery, thanks to *The Times*, says the final part of his wish is to be visited by a celebrity (Angella Johnson writes).

Gregory, photographed with nurse Margaret Nicholson, left, and staff nurse Terri Collins, is now recovering from a heart by-pass operation in Brompton Hospital, south-west London.

Before the nine-and-a-half-hour operation he advertised in the newspaper asking people to give him the chance to fulfil his dreams.

In the months before surgery last week Gregory, of Bruton, Somerset, who was born with only three chambers in his heart, flew in Army and Navy helicopters and an RAF glider.

The Reith Lectures

Judges' dilemma in interpreting a Bill of Rights

By Frances Gibb, Legal Affairs Correspondent

A Bill of Rights would involve judges in making policy choices which they cannot be trusted to do, Lord McCluskey, a High Court judge, said last night.

In a strong statement against such a Bill the judge, a former Labour Solicitor-General, said that it would "turn judges into legislators", which was not their job.

His remarks, made in his fourth Reith Lecture, broadcast on Radio 4, come only days after Sir Edward Gauden, Conservative MP for Fylde, has said he will bring in a private member's Bill which would effectively create a Bill of Rights.

His Bill, which is high in the list of private member's measures, will be the latest attempt to incorporate the European Convention on Human Rights into English law.

Lord McCluskey said that a Bill of Rights was "inevitably a charter of enduring, super-rights, rights written in delphic words, but indelible ink, on an opaque surface".

It "makes the mistake of dressing up policy choices as if they were legal choices" and asks judges, "whose job it is to know and apply the law, to create and reform the law".

Judges who interpret a constitution, as in the United States, cannot avoid choosing among competing social and political visions, and the "walls between the political and judicial systems become paper thin".

American judges had had to decide among other issues: if telephones could lawfully be tapped; if the mentally subnormal could be compulsorily sterilized; if minimum-wage laws could be enacted and if blacks and whites could intermarry.

Lord Denning, former Master of the Rolls, had called for judges to be trusted. They could indeed be trusted "not to fiddle the results", to apply the law honestly to the case; to discover and enunciate new or revised rules of law and to make difficult choices.

They could even be trusted to make interim policy choices about what the law should be, pending action by the legislature, he said. "But there is no sound reason for trusting judges to make final policy choices."

Final policy decisions had to be made by "society as a whole" and "not by lawyers, however distinguished and upright they may be".

Man in the news

Rothschild was trusted by Wright

By Michael Evans, Whitehall Correspondent

The full story of Lord Rothschild's role in arranging for Mr Peter Wright, the former senior M15 officer, to collaborate on a book about suspected traitors in the security service by Mr Chapman Pincher will probably never be unravelled.

The head of Britain's most famous banking family served with M15 only during the Second World War, but he kept in close touch with the intelligence world and maintained contact with Mr Wright, who emigrated to an isolated Arab stud farm in Tasmania.

Mr Wright told him in some awe and sources who know them both say that Lord Rothschild went out of his way to be kind and helpful to him, knowing that he had to live on a very small pension.

Mr Wright served in M15 for more than 20 years, but for much of that time he was employed only on a part-time basis.

Mr Wright was taken on as a scientific officer and was soon regarded by his superiors as an invaluable asset. He knew everything about gadgetry and many of the counter-espionage techniques used during his career with "the firm" were his inventions.

Lord Rothschild was also a scientific expert. During the Second World War he ran an anti-submarine unit designated B1(c). In M15, in 1944 he won the George Medal for defusing a bomb hidden in a consignment of Spanish onions.

One of his wartime roles was also to check all the cigars sent to Winston Churchill from abroad, in case they had been poisoned. People used to send him jars of honey and chocolate, which were also analysed.

Lord Rothschild's wartime work with M15 was secret and dangerous but, as he admitted himself, not nearly so secret as the role played by his one-time Cambridge University friend, the late Mr Anthony Blunt, who was later to confess that he had been a Soviet agent.

Lord Rothschild wrote in his book, *Random Variables*, published in 1984: "He (Blunt) became involved in highly secret work, so secret that the readers will see that it is not disclosed, even after 30 years."

Mr Wright, obsessed with his conviction that M15 had been penetrated by the Russians at the very highest level, knew he could trust Lord Rothschild.

Suspicion fell on anyone within the service who had been at Cambridge at the same time as Blunt and the other members of the notorious Apostles, such as Guy Burgess, but Lord Rothschild was cleared of rumours that he may have been the fourth man in the Cambridge spy circle.

It must have come as a welcome surprise to Mr Wright when Lord Rothschild invited him to come over to England to talk about the one subject which still consumed him - treachery inside M15.

Mr Wright now claims that he believed the whole idea was sanctioned officially and that Lord Rothschild was acting as a government go-between.

Lord Rothschild, who has never kept a diary of his past exploits, has chosen not to break his silence about his part in the affair, but senior Whitehall sources confirmed yesterday to deny that official backing was given to the publication of the book, *Their Trade is Treachery*, by Mr Pincher in 1981.

Nathaniel Mayer Victor, third Baron Rothschild, is best remembered for the time when he ran Mr Edward Heath's Central Policy Review Staff, the Think Tank at the Cabinet Office.

Today Lord Rothschild is keeping out of the limelight while his name is being bandied about in court. He has no doubt decided against becoming embroiled in the political rumpus between Sydney and London about Mr Wright's book.



Lord Rothschild - keeping quiet about his role

Sydney hearing, page 12

Club ignored fire warnings says QC

By Ian Smith, Northern Correspondent

A large share of the blame for the Bradford football stadium disaster lay with club officials who ignored repeated warnings about the fire hazard, the High Court sitting in Leeds was told yesterday.

In his closing speech for the Health and Safety Executive, Mr Hugh Carlisle, QC, said strong attacks had been launched against both the safety executive and West Yorkshire County Council in its role as fire authority by counsel for the club.

Although the club had accepted liability by admitting the Valley Parade stadium was a tinderbox, it still argued that the fire, which killed 56 spectators, could not have been foreseen by the club.

Mr Carlisle said that the safety executive and the county council acted only in a supervisory capacity, making only brief visits to the ground, whereas club directors must have been constantly aware of the hazard.

He added: "I say that the club must bear the very largest share of the blame. They were creators and continuers of the hazard."

The hearing, now in its third week, is considering an action against the football club, the Health and Safety Executive and the now defunct county council, brought by Mrs Susan Fletcher, who lost her husband, son, brother-in-law and his father, in the fire.

Also trying to prove liability against the three parties is Police Sergeant David Britton, who was injured trying to rescue victims.

The case continues.

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UP AGAINST TIME by Jeanne Willis and Trevor Melvin

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Skids under the shaky NSC

From Michael Binyon, Washington

President Reagan's commission of inquiry into the National Security Council is likely to produce the most radical shake-up of this presidential advisory body since it was founded more than 30 years ago. It is virtually certain that short of disbandment - which looks unlikely - the NSC's power will now be sharply curtailed. It will have to be more accountable, either to Congress or to the President, will be strictly limited to co-ordinating plans and weighing options, and will be forbidden to engage in any operations.

● Hawk named to head inquiry ●

chairman of the inquiry Mr John Tower, a former Republican senator from Texas and chairman of the Senate armed services committee. He was named the US negotiator with the Russians in Geneva on strategic arms reductions, but resigned after a year. A strong conservative and hawk on defence issues, he is a firm supporter of the President. As chairman of the inquiry, he is unlikely to become NSC Director.

Others mentioned for the job include Mr John Lehman, the Secretary of the Navy, Mrs Jeane Kirkpatrick, the combative former Ambassador to the United Nations, Mr Max Kampelman, chief US arms negotiator at Geneva, General Brent Scowcroft, head of the NSC under President Ford, and Mr Paul Laxalt, the outgoing Republican senator from Nevada and a close friend of Mr Reagan.

In the meantime the NSC is being run by Dr Alton Keel, Admiral Poindexter's deputy and a veteran government official. Described as a bright and hard-working staff man, he has seldom taken a visible

leadership role himself, and went to the White House directly from a job as executive director of the presidential commission that investigated the accident involving the space shuttle, Challenger. The NSC has had a troubled history under Mr Reagan. Four of its directors have resigned under a cloud: the first, Richard Allen, was accused of improperly accepting gifts and other gifts from the Japanese. The second, Judge William Clark, was an outspoken anti-communist whose hardline views clashed with Mr Reagan's desire before the 1984 election to try to improve relations with the Russians.

The third, Robert McFarlane, left in bitterness and frustration after lengthy and vehement clashes with Mr Caspar Weinberger, the Defence Secretary, and a baseless smear campaign of rumours about his private life. Now Admiral Poindexter has resigned with the NSC at the centre of the worst crisis of the Reagan Administration and his whole handling of the NSC in question.

The presidential commission is likely to include many distinguished statesmen and former NSC officials, with such names as Dr Henry Kissinger, General Scowcroft, and Mr James Schlesinger, a former Defence Secretary and a former Director of the Central Intelligence Agency.

Even before the Contra connection was revealed, Senator Sam Nunn, the influential Georgia Democrat, was calling for just such a "committee of wise men". But this alone will not be enough to satisfy Congress.

Lengthy congressional hearings are certain, and further irregularities are expected to emerge. Some congressional leaders are already calling for a special prosecutor, along the lines of the Watergate inquiry. But Mr Edwin Meese, the Attorney-General, has flatly ruled that out.

President Reagan is likely to

- Radical changes will follow
- Storm hits Peres in Knesset
- Grave setback for major policies
- Gulf War stepped up, page 10



look now at his own Cabinet team in the light of the crisis. His priority must be to restore credibility to those government departments that have felt undermined by the capers of Lieutenant Colonel Oliver North and the NSC, and

● Shultz may not stay much longer ●

particularly the State Department and the Pentagon.

Mr Reagan is unlikely, however, to make any further Cabinet reshuffles or to sack top officials - unless new

evidence shows that others condoned the diversion of aid to the Contras without his knowledge. It is clear that at this stage any further attempt to sacrifice scapegoats would be counter-productive, and Mr Reagan is notoriously loath to dismiss colleagues.

Two big question marks nevertheless hang over both Mr Shultz and Mr Weinberger. The Defence Secretary, an ambitious man, has recently been eclipsed by Mr Shultz, and has lost influence in shaping arms control policy and negotiations with the Soviet Union.

Though himself opposed to the Iran arms deal, and unaware of the Contra connection, he may have the support of conservatives who are deeply unhappy with Mr Shultz's conspicuous lack of support for the President in the past three weeks. Many right-wingers would like Mr Weinberger to replace Mr Shultz.



Step-by-step march towards a muddled Mideast policy

From Mohsin Ali, Washington

December 4: President Reagan announces resignation of Mr Robert McFarlane, his National Security Adviser.

December 6: Mr McFarlane meets Israeli and Iranian middlemen in London to discuss hostages and arms shipments. Throughout the winter there is increased pressure on President Reagan from the families of hostages to arrange their release.

January 7, 1986: White House policy review of Iranian role in the hostage situation. The Secretary of State, Mr George Shultz, and the Defence Secretary, Mr Caspar Weinberger, oppose arms shipments to Iran to make contacts for freeing hostages.

January 17: President Reagan signs secret document, called "Finding," which authorizes arms shipments to Iran.

February: First US arms shipments arrive in Iran via Israel. Two aircraft, each carrying 45 tons of unknown cargo, make deliveries from an Air Force base in Texas to Tel Aviv.

May 20: Mr McFarlane visits Tehran secretly in aircraft full of arms to put out "political-diplomatic feelers."

July 26: The Rev Lawrence Jenco is released. The White House is again disappointed that more hostages are not freed.

August: Third US arms shipment to Iran via Israel. The White House indicates that more hostages releases are expected. Congress finally authorizes \$100 million of military and humanitarian aid for the Contras.

September: Mr Frank Reed abducted in west Beirut on September 9. Mr Joseph Cicippio abducted in west Beirut on September 12.

October: Fourth reported US arms shipment to Iran via Israel.

October 5: Private supply plane, carrying arms for Contras and crewed by Americans, shot down over Nicaragua. Surviving cargo handler, Mr Eugene Hasenfus, arrested.

October 21: Mr Edward Tracy abducted in Beirut. November 2: The hostage, Dr David Jacobson, is released.

November 3: Pro-Syrian Lebanese magazine, *al-Shiraa*, reports that Mr McFarlane travelled secretly to Iran.

November 4: Mr Ali Akbar Hashemi Rafsanjani, Speaker of the Iranian Parliament, confirms Mr McFarlane's visit.

November 13: Mr Reagan defends Administration actions in televised speech.

November 16: Mr Shultz questions arms deal during a television interview.

November 19: At a press conference Mr Reagan says the responsibility for the decision and the operation is entirely his.

Key dates in the Iranian-Israeli-Nicaraguan Contra connection:

November 1983: Congress approves \$24 million (£17 million) in covert aid to the Nicaraguan Contra rebels. But it bans further aid later in the year after the CIA helps Contras mine Nicaraguan harbours in violation of international law. Congress lifts this ban in late 1986.

June 1985: TWA flight 847 hijacked to Beirut. White House determines that Iran is crucial to release of American hostages in Lebanon.

July-August: Secret US-Iranian contacts begin through Israel.

August-September: First planeload of Israeli-arranged arms arrives in Iran.

September 18: The Rev Benjamin Weir, an American hostage, is released in Beirut. White House delays announcement several hours in the main hope that other American hostages will also be freed.

November: First known shipment of arms to Iran from Israel. But these were later returned to Israel for reasons not disclosed.

COMMENTARY



Geoffrey Smith

More than most presidents Mr Reagan's has been a matter of confidence. His principal achievements have been psychological. Before the present crisis broke, he had restored the confidence of the American people and the standing of the presidency. After the traumas of Vietnam and Watergate, these were historic accomplishments.

But to emphasize their importance is to point to how much will be lost if his presidency is finally discredited. The psychological blow to the American people will be enormous. It will strengthen the tendency for them to turn in upon themselves.

For Britain and for the other allies there will be the additional frustrations of dealing with an impotent Administration. Other governments always prefer a strong President. They are then able to deal with someone in Washington with the power to determine what will happen.

As I travelled round the United States over the past few weeks, I was struck by the reluctance of many people to lose their confidence in Mr Reagan. Even among Democrats there was at first a widespread belief that he was personally invulnerable.

This attitude changed as the President began to offer such unconvincing explanations. Now his Administration stands on the verge of disintegration. American Administrations are customary

Can resignations restore confidence?

more loosely disciplined than British governments. But what is now happening far exceeds the traditions of American bureaucratic warfare.

It is in all our interests that Mr Reagan's team should recover confidence in itself and win back the confidence of the country. Can the resignation of Vice-Admiral Poindexter and the dismissal of Lieutenant-Colonel North be sufficient for this purpose?

Simply as a response to the latest twist in the saga - the diversion of money to the Contras - they may be enough. If it is true that nobody else of consequence was involved, then no other significant departures can be expected. If, however, it turns out that others at a higher level were implicated, then the consequences will be terrible.

But, in any event, Mr Reagan has to do more than apportion blame for this last misadventure. He needs a new managerial team to send the signal that he is determined to make a fresh start. This means that the roles of Mr George Shultz and Mr Donald Regan, the White House Chief of Staff, must be particularly in question.

Mr Shultz presents an especially difficult problem. It would look unfair for the Secretary of State, who was right to be sacked by the President, who had refused to take his advice. It would also look indecisive for Mr Reagan to get rid of Mr Shultz when he has been insisting that he wants the Secretary of State to stay.

But Mr Shultz's part in the fiasco has been less than glorious. There have been conflicting accounts of how much he knew and when he knew it. But, while he opposed the arms deal, he does appear after losing that argument to have behaved as if it were possible for the Secretary of State to shuffle off responsibility for what he knew to be a disastrous enterprise in foreign policy.

Above all, Mr Shultz appears to be so disaffected that it is hard to see how he can work effectively again with Mr Reagan. The President cannot be changed, so it would be better if he were to have a new Secretary of State.

The case for a new Chief of Staff is simpler. Mr Reagan supported the wrong policy on Iran, and he lacks the political judgement and style required to restore the equilibrium of a shattered Administration.

The best arrangement would be for Mr James Baker, the Treasury Secretary, who was such a steady influence as Chief of Staff during Mr Reagan's first term, to become Secretary of State, and for Mr Drew Lewis to rejoin the Administration as Chief of Staff. When Transportation Secretary, Mr Lewis showed just the required combination of loyalty and independent judgement.

Nobody can be sure that any changes will be able to restore the credit of the Reagan Administration. But it will not be re-established without them.

Israel's role Experts at swapping arms for hostages

From Ian Murray, Jerusalem

With the arrival of Ayatollah Khomeini in power in Iran, Israel began looking for ways to persuade the new regime to allow the Jewish population, then some 80,000 strong, to leave. With the start of the Gulf War and Iran's need for weapons, a way was found.

Israel had, anyway, always been prepared to support Iran as the other non-Arabic state in the area.

At that stage, deals were being struck by government-authorized dealers, who were often ex-military or Mossad secret service men.

Among them was Yacov Nimrodi, who had served as military attaché in Tehran in the early 1970s and who had close Mossad connections.

In these dealings it is probable that the Israelis involved came into contact with CIA men working in Iran under orders to make contacts with anyone who would eventually be helpful in improving relations with Washington.

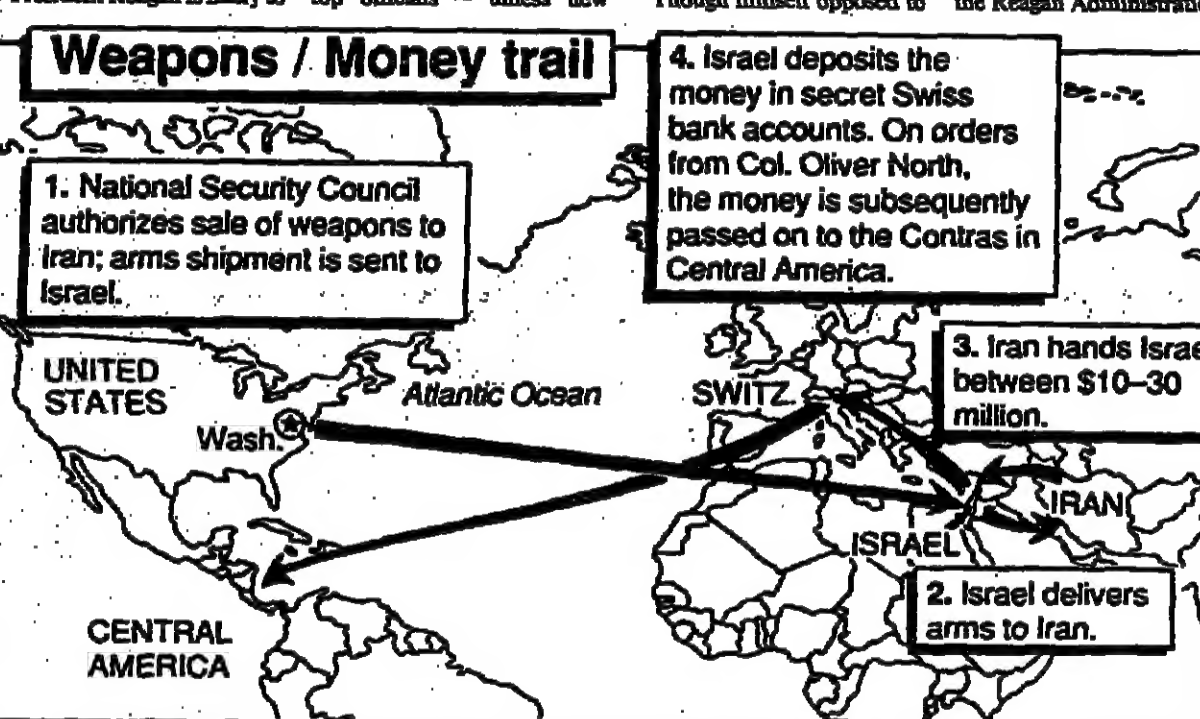
It was against this background that a meeting took place in the early summer of 1985 between Mr Robert McFarlane, then National Security Adviser, and Mr David Kinche, Director-General of the Israeli Foreign Ministry. At that meeting, Mr Kinche suggested that the United States might be able to win Iranian help in freeing its hostages in return for arms deliveries.

A series of meetings between the two took place in September 1985. Mr Kinche was given the green light. The Israeli co-ordinator was to be Mr Al Schwimmer, the founder of Israeli aircraft industries.

By then the Saudi arms dealer, Mr Adnan Kashoggi, tipped off by the small fraternity of international arms dealers about what was happening, had come up with an Iranian shopping list.

A first delivery by a chartered DC 8 to Tehran failed to produce any hostages and Mr Nimrodi is said to have returned the \$10 million he had been paid by Iran, saying he wanted men and not money. A second flight on September 14 was more successful and led to the immediate release of Benjamin Weir.

TEHRAN: The Prime Minister, Mr Mir-Hossein Mousavi, yesterday dismissed as lies reports that Iran had received arms through Israel (Reuters reports). The daily, *Kayhan*, said he was commenting on "the effort by news imperialism" to establish Israel as the intermediary in the shipment of US weapons.



Knesset debate Peres mum on details of his deal

From Our Own Correspondent, Jerusalem

"With pride," Mr Shimon Peres, the former Israeli Prime Minister, at last told the Knesset yesterday that Israel had delivered arms to Iran to help save the lives of American hostages.

Knesset members, who had heard the news from Washington more than 12 hours before, gave him a rowdy reception. But they allowed him to stay silent on details of the deal he agreed, along with Mr Yitzhak Shamir, who took over as Prime Minister last month, and Mr Yitzhak Rabin, Defence Minister.

Mr Peres denied "emphatically and categorically" that Israel had received even "one devalued goat" from the deals. He was equally firm in denying that he knew money from the sales was being sent to the Contra rebels.

There was barely a hint of any need to worry over the Israel-US special relationship. But there remains official concern that Mr Shultz could be replaced by Mr Caspar Weinberger, who is believed much less friendly to Israel.

"We will continue to fight terror, but remain concerned about the welfare of every hostage," he said. "I was proud that they released three American hostages... we never sought any advantage for ourselves. Israel was asked to help. It did so. It was asked to do so with the utmost secrecy. That we did... If we want to help our allies save human lives, we will. If we are asked to keep it a secret, we will keep it a secret."

Reagan's dilemma Fatal lure of the Contra obsession

From Our Own Correspondent, Washington

The Contra arms supply bombshell brings together two of the most intractable and contentious issues of the Reagan Administration: terrorism in the Middle East, and the attempt to put military pressure on the Sandinista Government in Nicaragua.

The sensational revelations, however, have now indicated a grave setback to US policy in both areas.

Support for the Contra rebels in Nicaragua has long been, in the words of congressional leaders, an "obsession" of President Reagan. And he has appeared increasingly frustrated as funds remained blocked and the situation of the fighters in the field steadily worsened. At the same time, Mr Reagan's frustration in the Middle East has also grown.

He was elected on the wave of anger and humiliation that Americans felt during the long captivity of the US hostages in

Tehran. With the hostages released, however, he ignored Iran altogether for the first few years of his presidency, and concentrated instead on trying to build on President Carter's progress on the Arab-Israeli front.

The first setback here occurred when the Lebanese situation spilled over into full-scale war with the Israeli invasion in 1982. America was strongly critical of Israel, but was unable to influence the course of events. Then, US efforts to promote a separate peace treaty between Israel and Lebanon along the lines of the Camp David accords with Egypt collapsed. The US involvement led to direct confrontation with Syria and to the tragic loss of lives with the pre-Iranian Shia attacks on the US Embassy and the Marine headquarters.

The US involvement, however, had left a legacy of bitterness which now manifested itself in terrorist acts. The most serious was the hijacking in June 1985 of the

TWA flight 847 to Beirut. In the lengthy negotiations the Administration realized that Iran held the key. The release of the TWA passengers, however, still left several other Americans in the hands of the pro-Iranian Islamic Jihad.

Already Mr Reagan had approved the approaches to his National Security Adviser, Mr Robert McFarlane, by Israel, who suggested that it could play a role in cultivating moderates in the Khomeini Government in the hope of stopping terrorism and influencing the captors in Lebanon to release the US hostages. Mr Reagan was told that only the shipment of some arms would be taken as a real token of US good faith in Tehran. It seems clear, therefore, that he gave tacit approval to Israel's effort to supply US arms to the Iranians. And despite vigorous objections from several senior Cabinet officials here, he decided in January this year that the US itself would send

directly some weapons to Tehran.

Meanwhile, things were going badly for the Administration in Nicaragua. The Contras lacked arms, supplies and training. It was only a matter of months, Mr Reagan was told, before the Contras would cease to pose any military threat at all, and US leverage in forcing a change in Managua would be ended. Mr Reagan's dilemma, however, was that he could not legally do anything to help the Contras. Congress in 1984 had cut off all military help to the rebels in angry reaction to the CIA's mining of Nicaraguan ports. The White House, and especially Colonel North of the National Security Council, set about getting private American organizations to fill the gap. For although the law forbade government military support for the Contras, it said nothing about private mercenaries and individuals who headed fund-raising operations.

Meese to report on Iran arms fiasco

Continued from page 1

that much of story came out. Mr Meese said that first hints of the irregularities came in the course of a review of documents about the legality of the arms shipments. Justice Department officials discovered differences in amount between the funds paid by Iran and the cost of the actual weapons. They then found in other documents references to money being paid elsewhere. So far, they have not determined whether any criminal charges can or should be made. Nor has Mr Meese decided whether to convene a Grand Jury.

Congress, however, is already convinced that several vital laws were infringed. These include the Arms Export Control Act, which regu-

White House in disarray over arms cash scandal

Continued from page 1

Tuesday, has not yet been announced.

Congress has left no doubt of its outrage at these latest revelations. "The credibility of the President and his ability to govern are threatened," Mr Peter Rodino, the Democratic chairman of the House Judiciary Committee, said in a letter to Mr Meese.

"An independent investigation is the only way to restore the confidence of the American people."

by one lieutenant-colonel? How do you feel about the tooth fairy?"

Many congressmen have strongly attacked Mr Reagan's professed ignorance of the whole affair, saying it was inconceivable that he should not know the details of what his own White House staff and security advisers were doing.

But Mr Donald Regan, the White House Chief of Staff, insisted the diversion of funds had not been reported to him.

"Does the bank president know if a teller in the bank is fiddling around with the books? No."

denial in Miami by Adolfo Colero, a Contra leader, that his organization had received any of the funds described by Mr Meese.

Newspapers and commentators are increasingly comparing the scandal to Watergate. But Mr Meese yesterday said a special prosecutor would be appointed only if possible involvement by high level officials was found.

"In Watergate you had at least the allegation that people were trying to conceal things. In this situation both the Justice Department and the President have done just the opposite."

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And they said, Go to, let us build a city and a tower, whose top may reach unto heaven;

And the Lord said, Behold, the people is one, and they have all one language... and now nothing will be restrained from them, which they have imagined to do. Let us go down, and there confound their language, that they may not understand one another...

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Crucial test for racial peace

Whites' veto threatens progress in Natal on getting rid of apartheid

From Michael Hornsby, Johannesburg

The Natal *indaba*, widely seen as South Africa's last chance to show that a negotiated settlement of the country's racial conflict is still possible, entered a crucial stage when it resumed in Durban today amid reports of serious disagreement over the issue of minority rights.

Since April 3, delegates from 37 organizations, representing all race groups, have been meeting, on average once a fortnight, in the city hall, and are now tantalizingly close to agreement on a working model for South Africa's first fully multiracial provincial government.

The aim of the *indaba* (the Zulu word for a tribal conference) is to merge the white-occupied and KwaZulu tribal homeland areas of Natal into a single apartheid-free entity represented by a legislature elected on a one-man-one-vote, proportional representation basis.

The most important black participant in the *indaba* is the well-drilled Inkatha organization of the conservative Zulu leader, Chief Gatsha Buthelezi, who is a force to be reckoned with in Natal, where 78 per cent of the 6,620,300 inhabitants are black and predominantly Zulu.

Also taking part are the anti-apartheid Progressive Federal Party, the main parliamentary voice of white liberalism, several mixed-race Coloured and Indian parties, and various business, professional and cultural organizations, including several representing Afri-

kan-speaking and English-speaking whites.

President Botha's ruling National Party was invited to take part, and after some hesitation warily accepted observer status instead. Pretoria appears to be waiting to see what the outcome of the *indaba* is before committing itself.

The ingenious model now being discussed by the *indaba* envisages a two-house legislature. The first house, of 100

A West German shipyard, Howaldtswerke-Deutsche Werft of Kiel, which is alleged to have sold South Africa submarine blueprints, is being investigated on suspicion of having broken arms export laws, Hans-Dietrich Genscher, the Foreign Minister, said yesterday (Our Bonn Correspondent writes).

seats, would be elected on a proportional basis, and the party which won 51 per cent or more of the vote, and hence of the seats, would supply the Prime Minister.

The Prime Minister would be entitled to fill half the Cabinet posts from his own party. The other half would be allocated to other parties in the house in proportion to their share of seats. The Prime Minister would thus command half the votes in Cabinet plus his own.

The second chamber, as currently conceived, would have 50 seats in which representatives of five "cultural backgrounds" — Afrikaner, English, black African, Indian

and "general" — would be allotted 10 seats each.

For the most part, the second house, like the British House of Lords, would only have the power of delay. But in the case of legislation affecting the cultural, religious or language rights of any group, 41 of its 50 members would have to vote in favour.

By this mechanism, devised to appease whites and mainly Afrikaner whites, any one group would have an effective veto over such legislation. It is over this proposal that the *indaba's* hitherto miraculously maintained consensus is in danger of cracking.

Indian and Coloured participants are threatening to walk out over the issue. The Indians, who account for 11 per cent of Natal's population, ask why whites (9 per cent) should, in effect, have a double veto, one exercised through the Afrikaner group and one through the English group.

A Coloured delegate, Mr Pieter Marais, complained this week that the *indaba* was turning into "a Zulu-Afrikaner pact", and that Coloureds (2 per cent of Natal's population) were being treated as "non-entities".

If the *indaba* can resolve its differences, it would put Pretoria on the spot. Mr Botha would have no convincing reason for not allowing Natal to go its own way, other than his ingrained reluctance to see apartheid disappear completely in even one part of South Africa.



Amy Carter, student daughter of the former President, talking to some of 60 other demonstrators in a court at Northampton, Massachusetts, yesterday. She pleaded not guilty to charges in connection with a sit-in at the University of Massachusetts on Monday against CIA campus recruiting. The judge ordered her to attend a "pre-trial conference" on January 28.

Parking fine scandal in New York

Democrats fear more corruption trials

From Christopher Thomas, New York

New York City's political establishment was in shock yesterday following the conviction of the Bronx Democratic leader on racketeering and bribery charges.

With a rash of FBI investigations now under way, it seems that the greatest political scandal in decades has only just begun.

Mr Stanley Friedman, for years one of New York's most powerful politicians, faces up to 30 years' imprisonment for his role in a racketeering enterprise that transformed the Parking Violations Bureau, which collects millions of dollars a year in overdue parking fines, into a gold mine of personal profit.

He was convicted with three others on Tuesday, following an eight-week trial in New Haven, Connecticut.

The Mayor of New York, Mr Edward Koch, declaring himself "naïve" for trusting Mr Friedman and others tainted by the scandal, has risen skillfully above the affair.

His friend, Mr Donald M. Naves, the former Queens Borough president, committed suicide earlier this year by plunging a kitchen knife into his chest after being implicated in the scandal.

So many Bronx Democratic leaders are now under investigation by the FBI that there is a dearth of candidates to succeed Mr Friedman as the Queens Democratic boss.

He did not immediately

resign, but party leaders made it clear that he would be fired if he did not do so. There was talk yesterday of going outside the party's tightly-knit organization and choosing a retired judge to establish an image of integrity.

With the Friedman trial out of the way, law enforcement agencies say a new round of corruption cases will come forward.

Mr John Hogan, director of the New York office of the FBI, said corruption inquiries would continue for several years. He knew of several "This will not go away. This will blossom," he said, with obvious delight.

Mr Koch announced that the city would sue more than a

dozen people involved in the Parking Violations Bureau scandal for as much as \$10 million.

The wife of the late Mr Maves is negotiating with city officials about returning bribes paid to her husband. She has a job with the city but the mayor steadfastly refuses to sack her.

The others convicted were Lester Shafan, former director of the Parking Violations Bureau; Michael Lazar, a real estate developer and former city transportation administrator; and Marvin Kaplan, chairman of Citicorp Inc., a company chosen to manufacture handheld computers to issue summonses for the Parking Bureau. Sentencing has been scheduled for March 1.

Paris joins Pacific nuclear curb pact

From A Correspondent, Tokyo

France made a big step forward towards a Pacific zone free from nuclear contamination when it signed on Tuesday a treaty with the United States, Australia, New Zealand and the small South Pacific islands aimed at eradicating nuclear and all other pollution from the region.

The French, who exploded a 20-kilotonne nuclear device on Mururoa Atoll only days before the treaty meeting began, have now committed themselves to prevent, reduce and control pollution which might arise from such tests.

Officials who attended the meeting in Noumea, New Caledonia, said the agreement paved the way for strict independent monitoring of the effects of any further French nuclear tests.

Delegates at the meeting burst into applause at the French decision, made after years of French insistence that its nuclear tests had no dangerous environmental effects.

The officials said that clearance for the decision had come direct from President Mitterrand and that it was in part intended to improve the country's bad political image in the region.

The US had agreed before the meeting to stop its own insistence that it reserved the right of nuclear dumping in the South Pacific.

A spokesman for the United Nations Environment Programme, which helped bring the nations together, told reporters here after the meeting that the treaty will cover a 200-mile limit round every island, which effectively covers most of the high seas in the South Pacific.

Gulf War stepped up

Fears grow of Iran naval blockade

By Robert Flak, Middle East Correspondent

Iran is expected to increase its harassment of merchant ships entering and leaving the Gulf after the Iraqi air raid on the Larak island oil terminal, sending more naval gunboats into the Strait of Hormuz to stop, search and confiscate the cargoes of vessels travelling to and from Arab ports.

Some shipping officials in the United Arab Emirates even fear that Iran may contemplate closing the strait altogether, provoking a major international crisis, if further Iraqi raids on Larak strangle Iranian oil exports.

The Iranian missile attack yesterday on the centre of Baghdad, the third in a week and by far the bloodiest so far, showed just how fiercely the Iranians now choose to retaliate for Iraqi attacks on their cities.

An increase in Iranian naval operations off Hormuz is likely to be an immediate result of Tuesday's Iraqi raid on Larak, calculated to send shock waves through the Arab Gulf states which rely on the narrow waterway for the export of their own oil.

At least 48 civilians, including 17 women and 13 children, were killed when the Iranian Scud missile landed in the centre of Baghdad, according to Iraqi radio.

The Iranians said that their missile had hit an "intelligence headquarters". They said it had been fired in retaliation for Iraqi air raids on Iranian cities in which, they said, 112 people had died.

A statement by the Revolutionary Guards headquarters in Tehran gave a warning that Iran was "capable of launching missile attacks on industrial, economic and intelligence centres in all Iraqi cities" if Iraq "did not stop its criminal acts".

While there was no confusion about the missile explosion in Baghdad, however, a

number of important questions remain to be answered about other attacks in the Gulf this week. Not least of these is how Iraqi jets managed to stage their attack on Larak, hitting three oil tankers and setting one of them on fire, during a round-trip journey of at least 1,400 miles.

Western shipping sources in the Gulf are now convinced:

- that the Iraqi jets landed in an Arab state, quite probably Saudi Arabia, to refuel on their way to and from Larak. Press reports that the Iraqis were retailed in mid-air by their own aircraft are being ridiculed by several diplomats in the Gulf who say that the Iraqis are incapable of performing so sophisticated an operation.

- that the attack on an oil rig off the United Arab Emirates on Tuesday was carried out by Iraqi jets and that the bombing, in which five foreigners, including Frenchmen, Pakistanis and an Indian died, may have been deliberate.

- that Iranian oil shipments will continue despite the Larak raid, but that with winter storms disrupting shipping at Hormuz, oil exports could be reduced seriously in the coming weeks, placing a severe new strain on Iran's economy.

One of the three tankers hit in Tuesday's raid was still burning yesterday afternoon although fires on board an Iranian vessel, the "mother" ship Tabriz, which is used as a floating oil storage depot, had been put out. Radio reports of wreckage and rubble on Larak island are untrue, since the island is merely an uninhabited sand dune that gave its name to the terminal.

The dramatic developments of the past two days, however, appear to have been staged more for their effect on public morale than on furthering the course of the war.

British warships will increase patrols

From Peter Davenport, Muscat

Royal Navy warships have been ordered to increase their patrols in the sensitive waters of the Gulf, it was disclosed yesterday as hostilities between Iran and Iraq reached new heights.

They have been instructed to make more frequent patrols and to maintain a higher profile in an attempt to provide protection for British ships and seamen.

The new orders were disclosed yesterday by the Secretary of State for Defence, Mr George Younger, who was in Muscat after visiting a joint British-Omani military exercise.

"The objective is to make it clear that we are there, within reach, should the need arise," he said.

"If British ships and people get into difficulty, the Royal Navy will be there to render

assistance. We will not interfere with normal activities, but if there is some distress, difficulty or disaster involving a British ship then you have the Royal Navy somewhere nearby.

The Navy has maintained its patrols in the Gulf for several years. Currently the destroyer Nottingham and the frigate Andromeda, backed up by the Royal Fleet Auxiliary vessel Orange Leaf, are undertaking the task.

They have been contacting Iranian Hercules aircraft flying over the Gulf and identifying themselves, a tactic which it is believed can often prevent an attack on merchant ships in the immediate area.

The two warships have been involved in the military exercise in Oman, but are expected to return to their patrols within the next few days.

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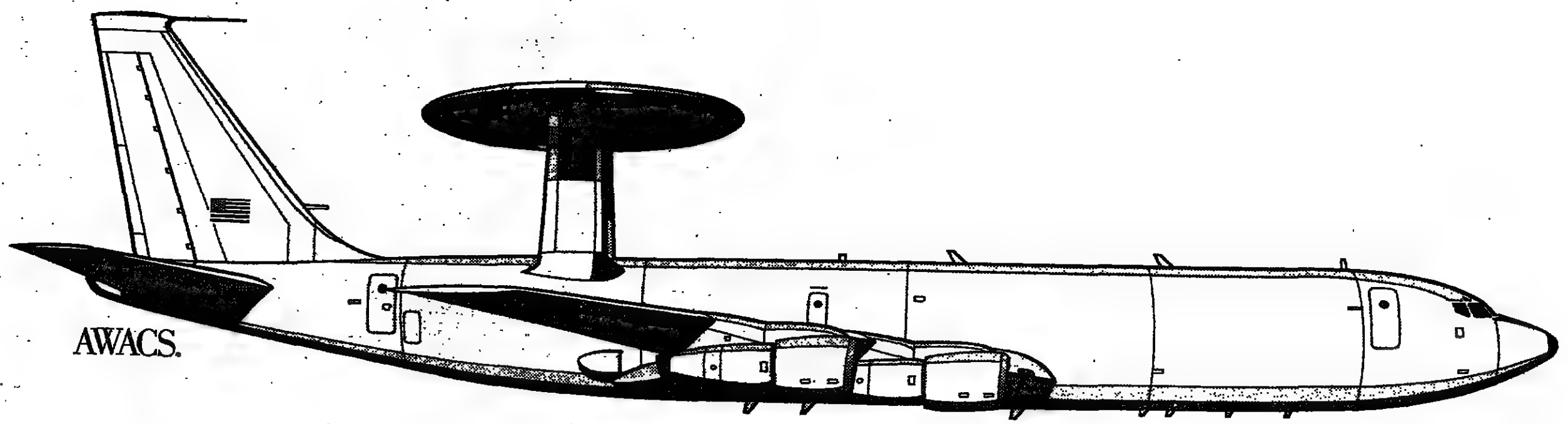
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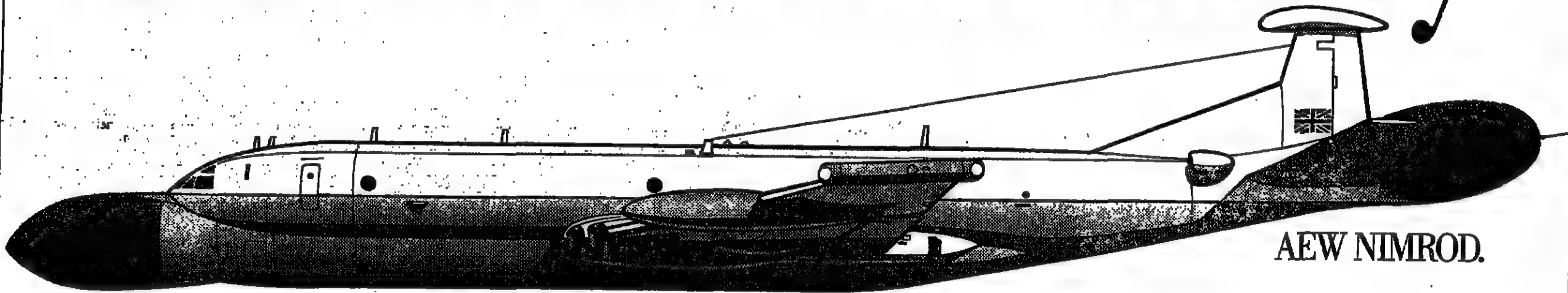
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**John Russell
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The LPO's strong and characterful bass, developed in Klaus Tennstedt's Mahler

Marginem, where, however, he also has at his disposal a pair of flutes and clarinets and tape. Here the objective of

months to work on it interrupted — something she insists on. Her approach is totally methodical, physically robust. She found her interpretation, simply because its essence is freedom. Carmen does what she likes from one situation to the next — almost as if she has no long, long wait. But you have to get those Bs and hold them on for a long time..."

Verdi and his princesses wait patiently in line.

Richard Williams

David Sinclair

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...Cannan, who at that time was a mezzo turning into soprano — we did a Beethoven Nine together, reversing parts, and it was wonderful singing mezzo." Cannan recommended Josephine Casey (ENO's voice consultant) and a formidable soprano (in her time), who did rest.

The Schenck Group **WATERLOO MILLS** **WATERLOO, ONT.**

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 BIRCHING THE KATZ
 THE HEBREW JAVO
 KREMER AND LO FRU
 DEBORAH FAVIN
 UNIVERSITY OF NEW ENGLAND
NUMBER 28
 1986
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 1986

2000

Research that goes against the grain



Part 4: Science and the storehouse

When Europe's granaries are bulging with grain and its dairies brimming with milk and butter, should scientists continue to develop new varieties of high-yield, wonder-wheat and super-cows to produce more milk? Botham can't eat three rabbits for breakfast. And that's the cream on top. Productivity of arable land in the UK has doubled in 30 years, largely through scientific advances in crop strains. Milk production has doubled over 25 years, largely through advances in breeding and dairy technology. The mountains grow, but the research goes on — for the present.

Michael Jopting, Minister for Agriculture, recently paid tribute to the success of agricultural technology in increasing yields. But he warned: "To apply science in a constructive and coordinated manner it is necessary to stand further back and take a wider view." Shortly after his address, out of £200 million in agricultural research and development were disclosed in a Government White Paper.

Scientists, however, would argue that the surpluses may not last for ever. The next generation may be grateful for the advances being made now, many of them designed to reduce the costs of the small farmer.

At an agricultural research centre in the heart of Bedfordshire, a giant machine is towed to the fields. Known as a variable height gantry it can span almost 40ft of land and is designed to replace the tractor. The final version will be a robot-controlled multi-purpose device to carry out all the jobs, from sowing to tending (like spraying and weeding) and harvesting a crop even in wet weather.

At the same research centre, a

While Europe's food surpluses grow ever greater, robots are taking to the land, cows are milking themselves, and science is finding many other ways to increase productivity

machine has been developed that will enable a cow, feeling the need to be milked, to meander to a corner of its field — and milk itself. No human hand will be involved; the cow's yield will be higher than before, and the husbandry costs to a small farmer will be reduced.

In Edinburgh scientists are also working on ways to breed cows which give higher yields. The latest innovations could double output again. Demand for milk, meanwhile, remains static.

The main components of milk are proteins, butterfat and lactose. One of the new foodstuffs being developed at the National Institute for Research in Dairying at Reading is a substitute for egg made by extracting whey-proteins. It has already been used as an ingredient in angel cake.

Purified lactose costs about £450 a tonne. The market is saturated, but a biotechnological process of fermentation is being developed to convert it to lactic acid, which is worth over £2,000 a tonne and is widely used in the food industry for its flavour and preservative properties.



Grain trader John Bingham with Rendezvous, the wonder wheat

Meanwhile, at the Plant Breeding Institute at Cambridge, John Bingham examines his latest wheat hybrid, called Rendezvous. He is one of the world's most successful plant breeders and within the next few weeks he will learn whether 12 years of painstaking research is about to pay dividends.

If the the National Trials List, official guide to farmers of a new superior variety of seed, accepts his strain his judgement in choosing Rendezvous as the best of more than 1,000 hybrids, created by his team more than a decade ago, will be vindicated.

The choice followed an exacting process of selection, which at one stage involved growing more than 20 million plants.

John Bingham says there are 100 reasons to breed new varieties: higher yields, more flavoured fruits, harder plants, grain with the best properties for bread-making are a few. Rendezvous was born when spores of the wild Mediterranean goat grass were crossed with a winter wheat by hand pollination, using camel hair brushes.

The alien, coarse variety of Mediterranean grass holds the answer to a spreading plague for the cereal farmer: eyespot. It is a devastating disease which fungicides are failing to control.

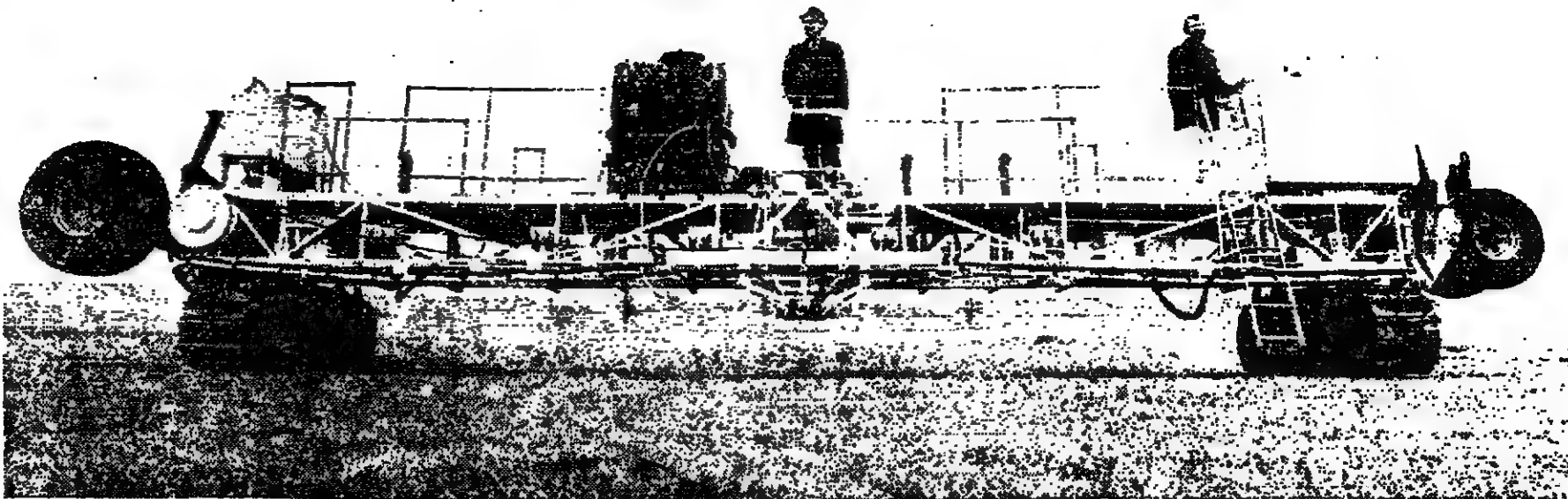
Breeding is a combination of art, science and extraordinary patience. At Cambridge, the plant breeder is backed by a team of cytogeneticists, who identify potentially useful genes in wild plants, and plant pathologists, experts in the way diseases spread through crops.

There are no short cuts to new varieties. Even when the new techniques of genetic engineering become useful, it will still take about 10 years to get a new seed into the hands of the farmer.

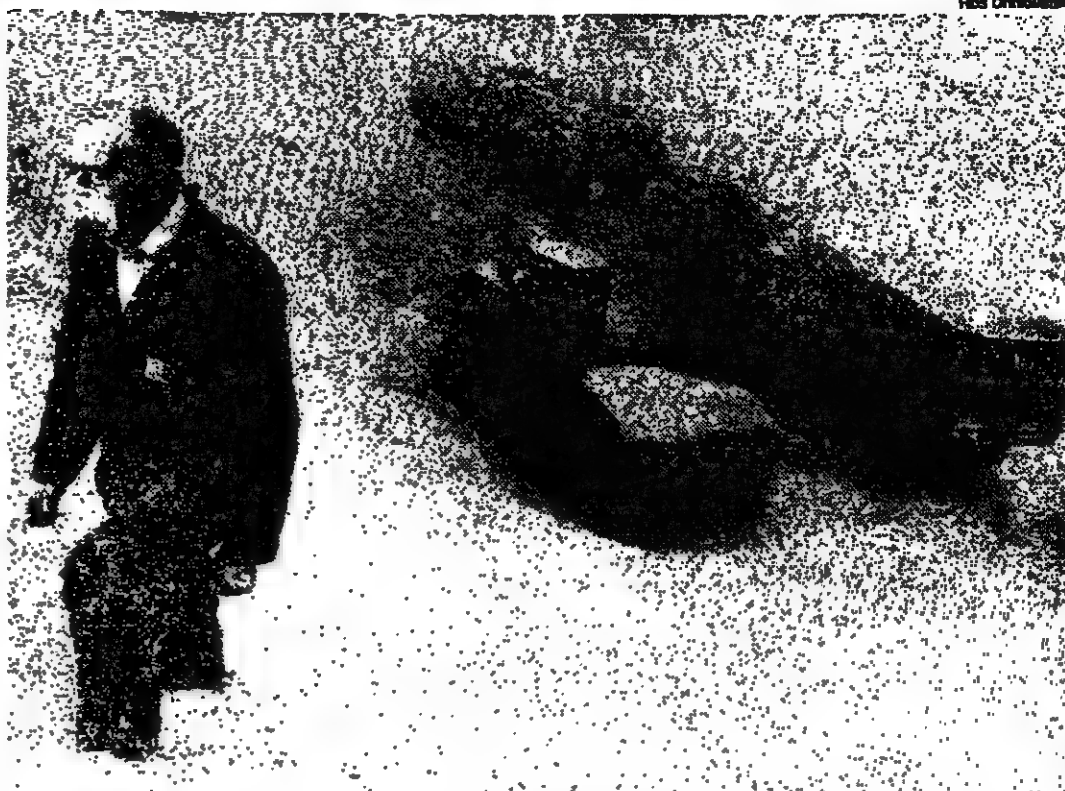
The achievements of the Plant Breeding Institute, which is about to be privatized, are considerable. Its varieties account for 80 per cent of the winter wheat grown in Britain, and the UK yield of 7 tonnes a hectare compares with 2.5 tonnes in the United States.

Improving the protein content of British wheat needed for bread-making has cut imports of North American varieties from 70 per cent to about 30 per cent. In addition to wheat, each year new strains of cereals, potatoes, brassicas and legumes are created.

As the grain mountain grows, the seedstock on which agriculture for the 1990s will depend is already germinating.



The future at work: this experimental high-level gantry is designed to replace the tractor, ensuring even higher yields — while grain stores (below) are at brimming point



Money in the mountains

Intervention — or buying in goods and storing them — can mean fat profits...

Last year, a Scottish grain company quietly picked up well over half a million pounds of taxpayers' money for simply looking after barley it did not grow... a harvest nobody wanted to buy.

Intervention is the name of the game and, as the EEC grapples with a problem that threatens to bankrupt its entire farm policy, the Edinburgh firm of Philip Wilson Corn Factors has become the unacknowledged king of Britain's grain mountains.

Basically, intervention is the support system that enables farmers to sell surplus stocks to the EEC at guaranteed prices. Result: ever-growing mountains of cereals, butter, beef and milk. Agriculture minister John Gummer has put the price of storing and disposing of the European surplus at £7.3 billion in 1985. "It is not," he concedes, "a sensible way to spend money."

Nearly six million tonnes of wheat and barley, worth £666 million, were being stored in Britain by the end of last year, plus £400 million of butter and £160 million of beef carcasses.

The taxpayers' bill, however, has been blowing Philip Wilson some good. Latest figures

from the Intervention Board for Agriculture Produce, the Reading-based organization responsible for overseeing the Community's surplus buy-in in Britain, reveal 36,684 tonnes of barley in store at Duns, a small farming town near Berwick upon Tweed.

Almost 80,000 tonnes of this is in the four huge barns erected on Philip Wilson's 10-acre site. It represents Britain's biggest single store of surplus grain.

The company's chairman and managing director, David Scott, refuses charges that the company is making hay at the taxpayers' expense. "The system of intervention may be wrong but the cost controls are very effective — nobody is making a fortune out of it," he says.

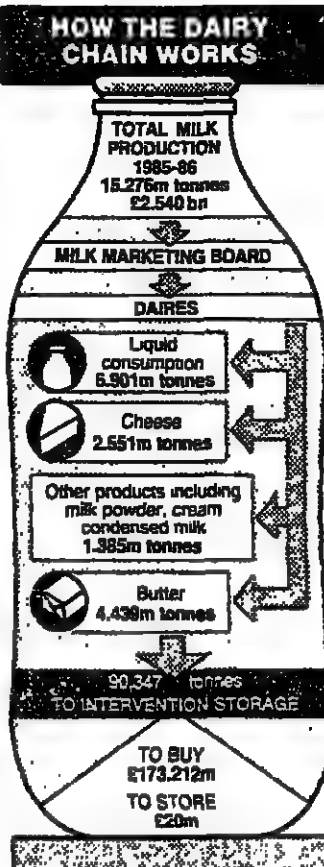
Although the Commons Public Accounts Committee puts the annual cost of storing surplus

cereal at £37 a tonne, Mr Scott says that those actually looking after the grain get less than £10. And he points out that barns can be abruptly emptied when customers are found. "If barley is taken out of your store in, say, October, then it is going to stand empty until the following harvest," Scott says.

"Looking after intervention stock is an expensive business. The buildings are very costly, there are rates to pay and there are staff and equipment costs. I wouldn't like to hang my hat on intervention. We regard it as little more than a temporary phenomenon on the farming scene."

The Intervention Board advertises every quantity of grain that needs a home and awards contracts for up to a year to the lowest tender. Exactly how much goes to whom, and for what, remains a secret. The storers maintain they cannot say; the Intervention Board gives nothing but generalized figures.

The Government, however, has estimated that it would cost almost £72.5 million to store surplus cereals this year, plus another £38 million for beef, butter and skimmed milk.



Britain is a relatively small contributor to the dairy mountain. For example 44 per cent of the milk we produce is drunk in liquid form compared with only 11 per cent in Germany and 8 per cent in France. In France 49 per cent of total milk production goes to butter making, compared with 48 per cent in West Germany and 28 per cent in the UK.

In 1985 90,347 tonnes of British butter was sent into intervention storage, which is only a tiny fraction (less than 1/150th) of total milk production. Nevertheless it cost £173.21 million to buy and probably another £20 million to store.

The situation is complicated by the fact that the UK is a net importer of butter. Last year it imported 139,000 tonnes, of which 78,000 tonnes were from New Zealand under quota agreement. But for this it would not have been necessary to sell any butter into intervention although, ironically, the dairy companies often prefer to do so as they get a better price from the intervention board than they do on the open market.

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The unhealthy subsidy

How the EEC is throwing good money into the worst of diets

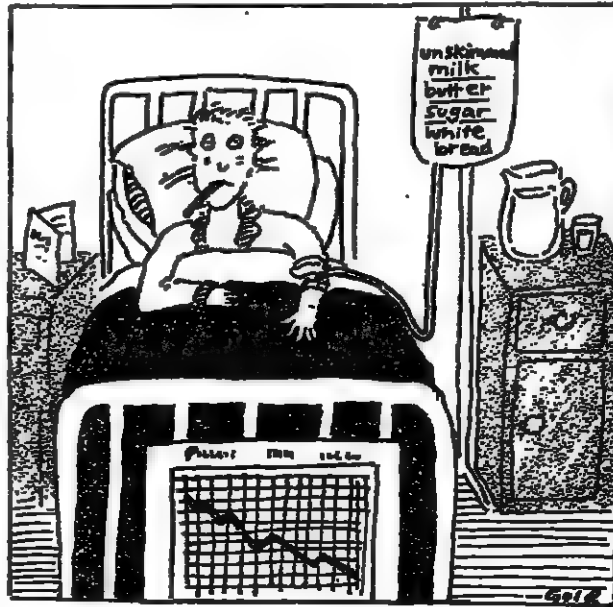
The Common Agricultural Policy's subsidies are not only a political problem. They also encourage unhealthy eating.

Medical advice is that some major illnesses and causes of death (including cancers and heart disease) could be reduced if we ate less fat, less sugar and more fibre. A review of the products directly or indirectly subsidized by the CAP reveals a bizarre picture.

● **Sugar:** Having little or no nutritional value beyond the calories it supplies, sugar is associated with tooth decay, obesity and malnutrition. Under the CAP the EEC has expanded its production of sugar beet to almost half as much again as the actual demand, which has been static or falling since the early 1960s.

● **Cereals:** Nutritionists see advantages in increased consumption of fibre-rich carbohydrates, such as wholemeal bread but the strict quality requirements applied to the CAP cereal regime encourage the production of highly processed white flour, not wholegrain. Quality is defined in terms of performance in mechanized bread-making processes, where white dough is easier to handle.

● **Dairy fat:** Almost a third of the CAP budget is spent on the dairy sector. High support prices have led to chronic



overproduction — about 13 per cent despite the introduction of quotas. The Community has relied heavily on subsidized exports to non-EEC countries, but some schemes to encourage EEC consumption are nutritionally perverse.

The Community may subsidize milk consumption in schools, but this applies only to whole and semi-skimmed milk, not the (healthiest) skimmed kind. Subsidized sales of butter and cheese to hospitals and charitable institutions actively promote an inappropriate diet, as do subsidized sales of concentrated butter to cake, biscuit, ice cream and confectionery manufacturers.

Generally the EEC chooses to subsidize for human consumption the dairy product with the highest fat content (butter), while skimmed milk products go mainly for animal feed. The European Commission does, however, propose to use some of the 1.3 million tonne European butter mountain (which has already received a subsidy from the

consumer) to feed cows in order to produce more consumer subsidized butter which will go to feed... Medical opinion supports an increase in the ratio of polyunsaturated fats (as in some vegetable margarines). The Commission, conversely, is considering the introduction of an oil and fats tax, to encourage the consumption of butter at the expense of margarine.

● **Meat:** Dietary advice suggests that chicken, turkey and other poultry is better for us than fatter red meat. The CAP gives most support to beef and veal. This keeps their prices artificially high — but poultry prices are also influenced by the high cost of cereals under the CAP support system, making one source of lean protein more expensive.

TOMORROW

Fallow future: should farm land be set aside?

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THE TIMES PROFILE

NANCY REAGAN

She is, in her quiet way, the most influential and feared person in the White House. Tenacious, proud, single-minded, jealously protective of her husband, Mrs Nancy Reagan has emerged in the past six years as a formidable political operator in her own right, a woman whose role in guiding the president, setting his priorities and choosing his associates has made her an indispensable half of a devoted partnership.

President Reagan's most energetic cheerleader, she keeps herself resolutely behind the scenes so that the glory may shine more brightly on him. But at times of crisis, like now, she emerges with an authority and decisiveness that the White House staff disavows at their peril. It is Mrs Reagan who can tilt the balance between squabbling factions, Mrs Reagan who marks down the incompetent or the boastful, Mrs Reagan who prompts the dismissal of those who do not serve the President in the way she thinks best.

How much her pressure led to the resignation on Tuesday of John Poindexter, the National Security Adviser, is unclear. But other senior officials, such as George Shultz, the Secretary of State, or Mr Donald Regan, the White House chief of staff, must now be reflecting nervously on a commentator's recent cruel epithet, "the smiling mamba."

Mrs Reagan is accustomed to the limelight. The daughter of an actress, she became one herself and featured in 11 films over seven years before moving into television. For eight years she was the First Lady of California, and appeared at all the ceremonial functions with her husband, Governor Reagan. California remains the couple's favourite retreat and yesterday they flew there — as for every other holiday — to spend the Thanksgiving weekend at their ranch.

Mrs Reagan is an intensely shy, nervous and private person. She is ill at ease in a crowd and compensates with an exaggerated fixed smile, staring eyes and an awkward fidgeting with her hands. She seems lost without her husband beside her. When he returned from the locked summit — a trip on which, unusually, she did not accompany him — the whole of America saw her at the foot of the aircraft steps, jumping up and down with excitement as he came down to embrace her.

She has made several broadcasts, either about her own life or to reinforce her anti-drug crusade to get young Americans to "just say no." But she appears strained and unforthcoming. It was only when she made a joint broadcast with the President that she exuded confidence.

Her shyness goes back, perhaps, to her childhood, which was unhappy. Born Ann Francis Robbins in New York City either 63 or 65 years ago (the muddle over her real age has never been resolved), she was a lonely girl, whose mother was often working and whose father, a car salesman, was absent. When she was two, her mother sent her to live with an aunt for five years. The first security she knew came when Dr Loyal Davis married her mother and adopted her, changing her name.

Her entry into political life was not easy. She was not a political

person. Diminutive and pretty, her interests were in fashion and money, and the gossip of the wealthy, socialite circle she came from in southern California, where she met Ronald. But she quickly identified her new role, when they moved into the governor's mansion in Sacramento: it was to protect the privacy of "Ronnie" and their life together. "My life began with Ronnie," she used to say. "My life began when I got married."

But gradually her role widened; protecting him also meant protecting him politically. And for that, she had to immerse herself in his world of politics. "I think I'm aware of people who are trying to take advantage of my husband, who are trying to end-run him, lots of times, who are trying to use him," she has said. "I'm very aware of that. All my little antennas go up."

Several White House figures have felt her enmity. She was active in ousting former Secretary of State Alexander Haig and former national security adviser William Clark from the cabinet, and it is strongly rumoured that she would like to see Donald Regan go as well. She has sided with moderates against hard-line conservatives. But like Lady Macbeth, she has had to steel her husband's resolve when there has been a need to take the tough decisions on sucking people out or refusing to Reagan is not the sort of person to voice criticism of a subordinate's performance di-

rectly. But he might repeat it to Mrs Reagan, and she will then telephone the hapless individual and pass on the message.

When she is angry or upset, she retreats into a shell, sometimes refusing to speak to people for days. She has known wounding public criticism, right from her arrival at the White House, her mannerisms, her apparent frivolity and her rich friends. They called her "Queen Nancy", mocked all her dresses and criticised her expensive refurbishing of the White House at a time of economic slump.

Advisers steered Mrs Reagan into taking a more active role in social issues and her discovery of the drug crisis has given her a real role, an image of compassion and a visibility that has sent her popularity soaring. She has taken her crusade all over the world, separating from her husband on his Asian tour to press home the message. It has made her more adept at public relations, and she even conducts some press briefings on her own.

Her influence has often extended beyond personal to her husband's policies. She is thought to be one of the driving forces that moderated his anti-Soviet rhetoric so that he could pursue arms control agreements with the Soviets. She is keenly aware of public opinion, and saw that the Democrats would make much in the 1984 election of her husband's failure to meet a Soviet leader or sign agreement. On one famous occasion even Andrei Gromyko, the grim-faced former Soviet foreign minister, turned to her for help, asking that she whisper "peace" in the President's ear last thing every night.

Michael Reagan, the president's eldest son by his first marriage — to the actress Jane Wyman — said



BIOGRAPHY

1921: Born Ann Francis Robbins, New York, though she has claimed it was 1923.
1940s: Became Hollywood starlet. Later helped by Reagan, as president of Screen Actors' Guild, after she appeared on list of "communists" in McCarthy witch-hunt.
1952: Married Reagan — already pregnant with first child, Patti.
1958: Son, Ron Jr.
1961: Reagans move into White House. "Queen Nancy" row breaks, to which she responds: "a crown would spoil my hair."
1981: Represents President at Prince Charles wedding.
1982: Launches "just say no" anti-drugs campaign.

his father would not have reached the White House but for Mrs Reagan. Once installed, he has leaned on her for support in all the critical moments: after the 1981 assassination attempt during his cancer operation last year, and of course now, when his political fortunes, his luck and his famed communications skills all seem to have deserted him.

The first lady has grown more confident in her role as confidante, and is able to comfort and advise her husband, who despite a superficial graciousness is really an aloof man with few close friends. Nevertheless, despite her concern to be the lynchpin of her family, she has not always got on well with her children. They find her too jealously protective of their father. Her daughter Patti wrote a devastating book which depicted her mother as cold and calculating.

And there was considerable strain with Michael Reagan's family. In a television profile of Mrs Reagan, Michael says of Nancy's relationship with the President: "She's watched out for him, she's taken care of him, she's taken care of the details, she's worried, worried, and worried for him. And it's because of that, that they are both where they are today." No one in the White House, or indeed America, underestimates Mrs Nancy Reagan.

Michael Binyon

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Do-it-yourself homes fit for the Prince

How the inner-city project that today inspires a new Royal initiative is making builders of mothers

Genevieve Jones, community architect, sits at a drawing board in a Stirling tenement. She works to a background of whining drills and clanging cement mixers. At her feet is a roll of electrical wire, a few inches from her head stands a stopcock. Around her, unemployed people, single parents, the low paid, are working to realise a dream, making new homes in the decayed centre of Scotland's industrial heartland.

It is all a long way from a theatre in the West End of London, but the physical distance is deceptive; in other ways, the Colquhoun Street tenement and the Astoria Theatre are at one with each other.

Today at the Astoria, Prince Charles launches the Inner City Trust and its fund-raising arm, Inner City Aid — and the Colquhoun Street project is a prime realisation of his refurbishment vision.

The project was organized by Rod Hackney, Prince Charles's architectural advisor. Hackney was asked by Stirling district council in 1984 to take a look at a tenement built in 1902 and boarded up 15 years ago after it was condemned. With a long waiting list for homes, the council felt that something had to be done to house young people and the low paid.

Hackney's team was able to design nine new houses and 27 small flats, funded by the council and two local building societies. The new house-holders will have mortgages of between £10,000 and £12,000. The two and three-bedroom houses will be worth in excess of £30,000 and the one-bedroom flats up to £20,000.



We can do that: Genevieve Jones (front) and homesteaders

Prince Charles visited Colquhoun Street last month and told the members of the project that he was "imensely impressed" by their scheme. The project members were themselves impressed by the Prince's enthusiasm.

Genevieve Jones lives on the site and she is on call to the self-builders from 8am to 11pm. Living on the job

It's amazing what you can do when you have no roof

means constant reappraisal and redesign, making the flats meet the demands of their future owners. Every few minutes a mud-spattered self-builder emerges from the rain wanting anything from advice to a cup of tea. If Genevieve — Gen to her clients — thinks a little more dedication to finishing the job is needed she is quick to cajole: "You could be finished for Christmas", she told one young man who

was not putting in enough hours.

When another project member said he was off home because of the weather she responded sharply: "Why? It's not raining in your flat is it?"

"The community spirit is tremendous. It was there more when we started because everyone worked together to clear the ground and take away all the bags of unmentionable filth from inside the tenement. Now that the work is well on, everyone is in their own space choosing bathrooms and kitchens and furnishings."

Anne Bailey, a single parent with a 16-year-old daughter — they live in bed and breakfast accommodation — was one of the first to be accepted to refurbish a tenement flat. She has been repointing internal brickwork, hammering plasterboard to walls and replacing bath. The only work she and the other project members have not done themselves has been the electrical wiring and the plumbing.

"It is amazing what you can do when you have no roof over your head, as was the case when I started", said Anne, who comes from Stirling originally but had been away for 15 years until she split up from her husband. "It is a marvellous scheme and the Inner City Trust needs to fund more projects like it. I've made a lot of good friends", said Anne, who now works as a clerical officer in a local hospital.

Unemployed diesel fitter Maurice Brown, aged 23, has almost finished his one-bedroom flat. He decided to keep the old pine doors of the original building and has stained the skirting boards with mahogany varnish. The bathroom has walls and ceiling of impressively tongued and grooved pine — all done by him.

He says: "Anyone joining this kind of scheme must realize the commitment. Don't give up — it will be worth it in the end."

Howard Foster

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- 18 Flower stop part (5)
- 21 Decayed (6)
- 22 Parentless children (7)
- 14 State rule extension (11)
- 18 Large blot (7)
- 19 Marine force (4)
- 22 Bingo (5)
- 24 Guaranteed (7)
- 25 Certainly (6)
- 26 Stroke (6)

DOWN

- 1 Mob behaviour (4)
- 2 Great beard (5)
- 3 Compot to eat (5,4)
- 5 Blame (3)
- 6 Sailor's sword (7)
- 7 Join up (6)
- 8 Other gender (8,3)
- 11 Hawaiian garment (3)
- 13 Sarcophagus (7)
- 15 Citizen soldiery (7)
- 16 Hawthorn (5)
- 17 Wall facing stone (5)
- 20 Sparkle (5)
- 21 Roman mad months (4)
- 23 Lubricant (3)

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BOOKS

Great Great Grandfather of the Greens

Fiona MacCarthy reviews the diary and Whitbread-winning life of the father of English nature lovers

THE JOURNALS OF GILBERT WHITE 1751-1773
Volume One
Edited by Francesca Greenwood
Century, £25
GILBERT WHITE
By Richard Mabey
Century, £14.95

THIS is a good week both for the greens and the grandfathering, with the publication of the first volume of *The Journals of Gilbert White*, the raw material for *The Natural History of Selborne*, hard on the heels of Richard Mabey's fine biography. Together these books alter one's view of White decisively, destroying the old image of sweet, equable recluse, the Moldy Warp the Mole of English Literature, and replacing it with someone much more edgy and neurotic, and in some ways quite astonishingly modern in his outlook.

Perhaps Richard Mabey goes a little far in claiming Gilbert White as the father of ecology. But he had a modern ecologist's quiet passion for the pattern of the landscape and the complicated built-in balances of nature, and that stubbornness one sees now in the new environmentalists walking around London in their Natural Shoe Co. footwear. He was certainly an early Real Food fanatic, with his love of nuts and salads, subtle textures, intense flavours. His fastidious Eighteenth-Century aesthetic, both of culinary nature and nature in the landscape, links him in a sense that is revealing and surprising with the present day exponents of *cuisine nature*.

He supported the erratic. It became his great fixation: "I never see a Spot which he much out of Level but I think of you," wrote White's great friend John Mulso. Mulso, an old Oxford friend and a co-clergyman, whose life-long correspondence with White is one of Richard Mabey's most valuable sources,

recognized and liked the fact that Gilbert White was so inspired by the random and irregular in nature. These reflected the unevenness of his own existence, the "scrambling rattlepate life" that Mulso envied. It is heartening to find White so receptive, prone to accident. His relationship with Selborne itself was fairly casual. His recordings are in fact fantastically unmethodical, ebbing and flowing with the onrush of enthusiasms.

Actually, he is almost always mad about the melon. There is something about melons that unfailingly delights him. He also loves the cucumber, but melons are his favourite, and from the very early entries in his journals, in the *Garden Kaleidoscope* of the 1750s, the most entrancing references are all those to the melon, which in their exotic, rarefied, grotesque appearance and the feats of horticulture entailed in their production are the epitome of Eighteenth-Century taste. There are few directly personal comments in White's journals. The formula is mostly quasi-scientific. But a strong sense of his character, obsessive, tense, and somewhat breaks through in the accounts of the Selborne melon mania. He constructs hot beds for melons, piles on dung, plants and transplants them. Cuts them, eats them carefully. Makes judgments. Saves the seed.

His nervousness encouraged him to make for the enclosed existence of the Hampshire village, hemmed in by a network of deep gouted-out lanes, surrounding Selborne. But once there, Selborne turned into a place he



could branch out from. And in rather the same way he embraced the formal framework of the scientific journal only to break free of it. In 1768, he began compiling *The Naturalist's Journal*, a standardized diary for the scientific gentleman. But soon his observations overflowed pre-ordained columns, and he then began inserting his own blank pages too. White makes one reconsider the whole function of a diary as one watches the entries in his journals filling out and acquiring their own rhythm and conviction. The diary seems to come to be his way of getting through.

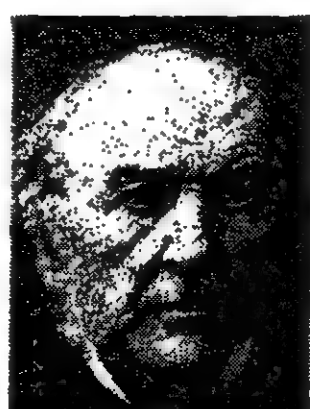
"Hirundo domestica!" He uses exclamation marks for things that really thrill him like, every year, the reappearance of the swallow. Of all creatures he finds birds the most amusing and mysterious, and birds inspire his closest and fondest observations, the acutest of his insights. Richard Mabey argues that White is less important for his formal scientific observations, though these in themselves are by no means negligible, than for this very

sentiment attitude to nature, in which he seems more early Nineteenth-Century than Eighteenth.

White is a man of instinct. He studies instinctively, marveling at *infinum* about birds' migration patterns. His observational methods, his unorthodox attentiveness to very smallest details of animal behaviour, are shot through with emotion.

They are different from their subject: some the opposite. Richard Mabey is an argument for the kindred spirit. He has had a deep rapport with White the man and with White's countryside. He has done his fieldwork with a manic assiduity, tramping Selborne's sunken lanes, and exploring in great detail White's dense, luxuriant, and muddled English landscape. He has eaten of the melon, and it shows.

Anyway he passes with an extreme rapidity that ultimate test of good literary biography. He leaves the reader desperate to get back to the original; and the newly-published *Journals*, less worked over than the *History*, are the closest to the basic Gilbert White one can approach. They are excellently edited and indexed, and to a generation so much inclined to wallow in Edwardian Gentlewoman's Garden reminiscence Gilbert White's observations are startling in their purity. There is no nostalgia in his view of nature. In these circumstances how odd, and how mistaken, to have designed this book to be a visual pastiche.



Bringing God into politics

John Campbell

GLADSTONE
1809-74
By H.C.G. Matthew
Oxford, £15

The conviction politician who saw it as a moral issue

Though a supreme politician who enjoyed the game as much as anyone, Gladstone's political purposes were above all religious. Wisely dissuaded by his father from the clerical career he felt he ought to have followed, he devoted his life instead first to proving that

politics could be a godly pursuit at the personal level (in refutation of Palmerston and Disraeli), more broadly to the reshaping of secular society on what he conceived to be moral lines. This, in his great sequence of Budgets of the 1850s and 1860s, establishing free trade and the proper balance of direct and indirect taxation, he largely achieved. He conceived of his accession to the Premiership in 1868 as the culmination of this process, not as a new beginning. Such was the inexhaustible fertility of his mind, however, that his mid-century Liberal synthesis contained the seeds of future developments that he could not have dreamed of. He himself actually retired for the first time in 1874, yet was still Prime Minister twenty years later.

And all the time he was reading and writing prodigiously, walking great distances, felling trees and translating Homer, praying strenuously, fathering nine children, "rescuing" prostitutes without fear of ridicule or exposure, and scourging himself afterwards for his sins. Just thinking about Gladstone is for a modern reader deeply humbling.

Amateur 8th Army before Monty

William Jackson

DILEMMAS
OF THE
DESERT WAR
A new look
at the
Libyan Campaign
1940-1942
By Michael Carver
Bantam, £14.95

a commander or operational staff officer? His later career makes his judgements all the more important. But a vindication of Ritchie is only possible within the context of the whole campaign, and not just the battles of Gazala. The seeds of that disaster were sown by Wavell and watered by Auchinleck before Ritchie took over 8th Army. *Dilemmas of the Desert War* is a reassessment of the whole campaign, based on a detailed study of the War

Diaries, and concentrates on what went wrong, why, and who was to blame.

Mike Carver's conclusions do not flatter the British Army. "There was no lack of intention at the top to impose a directing intelligence and will: the trouble was the machine was not capable of producing the results demanded of it." In short, British military amateurism was no match for German professionalism until Montgomery, the professional and a much less likeable man, took over.

The author knew and served under most of the principal actors in the desert drama. All are now dead, so he has been franker about them than he could be in his earlier books. They were not supermen, but were no better or worse than those who succeeded them. It takes time and many bitter lessons to create a professional army. If Montgomery had been appointed to

8th Army earlier he would probably have resolved some of the desert dilemmas, but he might equally well have been sacked for recalcitrance.

It would be nice to record that the Field Marshal's study enhances Ritchie's reputation, but this is only partially so. He confirms the general view that he was a sound, straightforward soldier, placed in an impossible position by Auchinleck. He was 8th Army Commander only in name: in reality he was charged with affairs not plenipotentiary. He should have demanded freedom to command 8th Army in his own way or resigned. "But he was too decent, loyal and traditional a soldier to put his superior, whom he liked and admired, in such a difficult position." High command in war demands more ruthless qualities. Montgomery had and knew how to use them.

French fantasy from Chiswick

Victoria Glendinning

ALAIN-FOURNIER
A Brief Life
By David Arkell
Corgi, £9.95
TOWARDS THE
LOST DOMAIN
Letters from London
1905
By Henri Alain-Fournier
Edited and translated
by W.J. Strachan
Corgi, £16.95

DAVID Arkell, billed in the libris as "the noted literary sleuth", sums up the life of Alain-Fournier (1886-1914) in a sentence: he was "a country boy who stormed Paris, wrote a best-seller, and won the love of a famous actress." Arkell fills out the picture with a similar economy in his short, sharp biography, the first in English. The best-seller was *Le Grand Meaulme*, published the year before its author was killed in World War I; one of the great and justly famous novels of adolescence, it has been translated into more than thirty languages. The famous actress was Simone Casimir-Perier - but she was not the inspiration for the haunting *Yvonne* in *Le Grand Meaulme*.

When he was 18 Fournier spotted a slim blonde girl in a Paris street, followed her, spoke to her and, until his death at 27, remained obsessed by his vision of her. He was a virtuous in nostalgia. The unattainable person, or the place he had just left, was always perfection. Later in the year that he saw his Yvonne, he spent three months in England, on the point of returning home, he wrote: "Nothing will stop my craving for their tea... When I'm back home, you'll see, I'll love everything in England twice as much."

His time in England was, on the face of it, unglamorous. He was working for Sanderson's, the wallpaper people, at their factory in Turbham Green, translating letters in the export department. He lodged in Chiswick with the family of Mr. Nightingale, the company secretary. W.J. Strachan has collected and translated the letters he wrote home. Afficionados of *Le Grand Meaulme* can see the germ of a masterpiece growing in his literary letters; another pleasure is to glimpse London in 1905 through the eyes of a young French provincial.

The unforgettable central episode in *Le Grand Meaulme* is when a schoolboy, lost in the freezing night, stumbles upon the strange figure in the lost domain - a children's fancy

dress party in a magical dream in the woods. The dream-girl in the lost domain was the girl he saw in Paris, and this children was a real one in his native Sologne. But the mysterious party was inspired by two garden fêtes attended by young Fournier during his London summer: a Congregational Church fête and flower-show, and the sports-day and dance organized by Sanderson's social club. Never before can such resolutely Anglo-Saxon entertainment have been transformed into such delicately Gallic fantasy. It's wonderful what imagination can do.

Fournier was enchanted by London's suburbs, seeing the streets of ordinary Victorian villas as rows of little castles. He was less enchanted by the unspeakable and insufficient food (the Nightingales had high tea and no evening dinner) and dismayed by English girls, even the attractive ones. Accustomed to demure *jeunes filles* whose remoteness satisfied his romantic temperament, he found the casualness and easy chatter of their English counterparts almost shocking.

Worse still, English girls wore no corsets, which gave them "a loose, floppy look", according to Strachan's translator. In his chapter on the London visit, Arkell quotes the same letter: in this version the lack of corsets made everything the girls were look "too free and easy". Comparing other renderings of Fournier's letters, it becomes apparent that either Strachan or Arkell (or both) is no good. There are gross disparities in the translations and, once, in the whole sense of an anecdote. Corsets apart, you'd have thought that they could have thought that they could have done a better translation job.

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Will Russia ever be free? Maybe never

FICTION

Elaine Feinstein

FOREVER

By Vasily Grossman
Collins Harvill, £10.95

THE INJURED PARTY

By Susan Fromberg
Hamish Hamilton, £10.95

THE VOYEUR

By Alberto Moravia
Secker & Warburg, £9.95

Only one form of retribution is visited upon an executioner, Vasily Grossman observes. "He ceases to be a human being." To make this spiritual death seem a worse slavery than the suffering of those behind barbed wire is one of the many triumphs of this short, poignant novel. It remains hard to see how Grossman could have begun *Forever Flowing* in 1955 in Russia with any hope of ever seeing it published.

Without the huge canvas of his masterpiece *Life and Fate*, this novel is a series of sketches linked only by the return of Ivan from 30 years in a Siberian camp. For Ivan, the change he sees in his friends is as appalling as any of the horrors he has survived. Among those he meets are those who have been scarred into treachery; others whose easy and greed led them to rejoice as the Stalinist campaign against "cosmopolitans" saw the brilliant demoted; and others still who accepted what was happening with wilful blindness. "It was very hard to go about one's work knowing that professors and academicians had turned out to be assassins." Some of the most unnerving scenes in the novel describe Katska dragged off their land on foot through mud so deep it drags their boots off, or whole families of them left in a state of starvation with their children's thin faces looking like dead birds.

In most of those who escaped such horrors Ivan found a submissive hypocrisy, which made them as much a prisoner of their own fears as any brutality could have made them. The book is not only a catalogue of human evil, however. There are people who remain tender and gentle against all reason; uncompromising, religious spirits who accept the worst that can be done to human beings without losing their feeling for those around them. Their love has a Dostoevskian nobility. Yet Grossman explicitly recognizes even as he delineates their behavior, the fatal link between the very beauty of the Russian soul which accepted Christ's gospel so ecstatically, and the equally ready acceptance of this world's flavouring. In this, his last book, Grossman asks his most despairing question: "When will Russia ever be free? Perhaps never."

Writers in the West usually confront different issues; and many of us will feel more at home with Ms Schaeffer's elegant New York wit. *The Injured Party* draws a funny, frank portrait of an obsessive woman writer whose work habits would worry any husband. "Suppose she began an enormously long book? Would she stay in the house for two years? Would she never wear

anything but the blue kimono?" Iris's ordinary behaviour is modified by a spell in hospital into the altogether surreal. She takes to her bed, stops talking, even to her children, and watches the days go by, staring out of the window at trees and sky while the rest of the household revolves around her.

In this total withdrawal, she remains indifferent to all claims upon her, until a lover from 20 years back, who had once declared his inability to love her, turns up at her door stricken by a mortal illness and bereaved of both wife and family. Iris's husband, because of his inability to cope with his wife's condition, allows the man to move into the family home in the hope that his presence will at least restore to his wife some wish for communication. His plan succeeds rather better than he hoped. About human relationships at once absurd and edgy, Ms Schaeffer is both humane and wise. Yet the effect of the novel, finally, is close to hallucination, for all the accurate dialogue and precise observation of place and weather. Something in the story itself has the feel of a fairy tale.

Moravia has always been a subtle master of the erotic in all its perversity. Yet this fastidiously clever study of a son's personal rivalry with his bed-ridden but still potent father is curiously unvoluptuous. We are made helplessly into voyeurs ourselves by Moravia's insistence on letting us see the shape of events to come before the narrator discovers them. There is no surprise in finding out either the true reason for his wife's leaving home or the name of her lover, once a childhood memory of parental love-making has been put together with the wife's description of her own sexual behaviour. Perhaps the novel would have made more sense if it had turned out to be only fantasy, or even, as the poem of Baudelaire so loved by his narrators and given body in the real world, almost supernatural. But Moravia's intentions appear to be more clinical than poetic.

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THE TIMES DIARY

Party lines

Are the Liberals imagining things? Simon Bryceon, deputy secretary general, tells me that the party's Whitehall HQ is getting crossed telephone lines to Conservative Central Office. For several weeks, he says, staff have been picking up their receivers only to find themselves party to conversations between Central Office and Tory constituency branches. All the more odd, if true, since the two headquarters are not on the same exchange. Bryceon hints darkly that some of the information he has picked up would embarrass the Tories if made public. Is a sympathizer at British Telecom playing dirty tricks, or are the Liberals the object of a hoax?

Riposte

Robert Maxwell is to publish an instant book on his libel victory over *Private Eye* called *Victory in Wonderland*. He is also bringing out a one-off magazine called *Not Private Eye*, consisting of contributions by "many who have suffered from Lord Gnome's hatchet men". Incidentally, the book looks as if it will be on the shelves by next week. A statement signed by "Not Lord Maxwell" said the magazine, out in two weeks' time, would sell for 50p. This is half the price of the *Eye's* special £1.50 issue, which it hopes will raise funds to help pay the costs and damages of the trial. I wonder which will sell the most?

Unmerited

I would not have expected the old boy network to have much relevance for the SDP, but perhaps I am mistaken. A candidate interviewed recently for the post of press officer was taken aback when MP Ian Wrigglesworth, as an opener, barked "What's your school?". On hearing the answer (an obscure Catholic college, as it happens) Wrigglesworth appeared to lose all enthusiasm.

● Overheard in the Commons: Clare Short and Tony Benn discussing Mrs Thatcher's recent claim that the Conservatives will destroy socialism within two decades. "Only if Neil Kinnock doesn't do it first," said Benn.

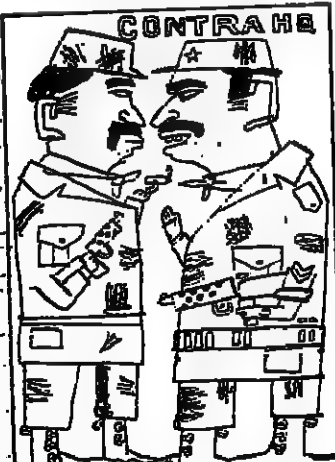
All-time Greats

Oxford University examiners remain more or less in tune with the trends of youth judging by this year's entrance examination general paper. One question concerned Bob Geldof's Live Aid and another asked candidates to consider the more profound implications of the Bruce Springsteen lyric "Is a dream a lie, if it doesn't come true, or is it something worse?" The question then asked: "Are our unfulfilled hopes and aspirations dishonest? If so, in what ways and to whom?" A tough one. Sixteen-year-old Sarah Lyons from Surbiton, who sat the exam this week, tells me the choice not to answer this question because "it was too abstract." A university spokeswoman points out that "it illustrates that philosophical problems crop up everywhere."

Déjà vu

Behind-the-scenes nail biting on the first night of *The Women of the Old Vic* this week. Guest of honour for the 50th anniversary production of the Broadway comedy, which is about gossiping high society New York ladies, was the author, 83-year-old Clare Boothe Luce. Unfortunately she got stuck in the traffic and the start was delayed for 10 minutes. But the anxiety of production staff and cast - including Susanam York, Georgina Hale and Maria Aitken - was unfounded. "You shouldn't have bothered," said Mrs Luce on arriving. "I've seen it hundreds of times already."

BARRY FANTONI



Over their heads

After meeting armadillos from Texas and Maoris from New Zealand at the World Travel Market in London this week, I bumped into a Korean tiger. Not the real thing, of course, but a boy in a furry orange and black striped suit named Hodor who is the official mascot for the 1988 Seoul Olympics. I thought there were no tigers in Korea. But Chang Hyo Kang, UK director of the South Korean tourist office, tells me there are plenty, although they are rarely seen because most hide in the no-man's land of the demilitarized zone. This long, narrow strip separating North and South Korea has become, quite fortuitously, a wild life paradise.

PHS

Kinnock's US conundrum

Smooth talk or fighting stance on defence?

Robin Oakley, Political Editor,
spells out the Washington alternatives

Neil Kinnock will fly to the United States this weekend on a mission which could prove crucial to Labour's hopes of returning to power. As the election nears, the Tories are emphasizing Kinnock's lack of experience and Labour's unilateralist defence policy. Both factors will be under close scrutiny throughout his trip.

Kinnock's attempts so far to build up his international (and therefore his home) standing have lent themselves easily to Tory caricature. The Tebbit line goes: he went to Greece and gave away the Elgin marbles, he went to India and gave away Britain's immigration laws; what would this man not give away in his eagerness to impress? Here is a man, the implication goes, that you could not trust to stand eyeball to eyeball with Gorbachev or to ensure Britain's adequate defence.

Kinnock's last visit to the US was not entirely successful. He had a celebrated row with George Shultz over Central America and told the press that the usually capable Secretary of State had "got out of his pants" - a remark later translated as "Mr Shultz had departed from his normal diplomatic calm".

Perhaps on that occasion it suited Kinnock's party needs to show his macho qualities in dealing with the Americans. But he must play a more sophisticated game this time, since he is presenting himself as a possible prime minister.

Selling the Americans the notion of a non-nuclear Britain will be almost impossible. Kinnock is pledged to scrap Polaris, cancel Trident and close down US nuclear bases in Britain. It would be the most dramatic switch in British policy for 40 years. The first

As reverberations of the Reagan administration's adventure in Iran continue to shake Washington, the punch-drunk leaders of the Nicaraguan Contras must wonder what further disasters can overtake them. It is barely a week since Eugene Hasenfus, the American gun-runner, was convicted by a Sandinista court after a trial that blew the cover off the clandestine (possibly illegal) US network which had been supplying them with much-needed arms and ammunition. That alone was enough to ensure that the newly elected Democratic majority in both houses of Congress would take a lot more convincing about the wisdom of voting for further financial assistance to the rebels. At the same time, although the first instalments of the \$100 million in US aid that President Reagan vowed at last beginning to flow, the Contras had to demonstrate their worth on the battlefield against a much superior enemy. When Sandinista forces began softening up their base camps in Honduras last month, morale slumped. In private, prominent Contra officials would concede that they needed a good break as never before.

What they got, instead, is the rough end of the worst scandal to engulf the Reagan White House. With the ignominious sacking of the National Security Council's Colonel Oliver North they have lost a supreme fixer, the man at the centre of a web of strategically placed sympathizers who could arrange an airstrip of Kalashnikov rifles inside Nicaragua with a couple of telephone calls.

Even worse, the President who once hailed the Contras as "freedom fighters" in the heroic mould of America's founding fathers is today seen distancing himself from the murkier aspects of the Nicaraguan operation with all possible haste.

So where do the Contras go from here? That \$100 million is not going to last long, especially if they really do intend to stand and fight the Sandinista army (something which their most loyal US advisers consider would be courting disaster).

Their leaders are wise enough to understand that when the dust finally settles on the Iranian fiasco, their cause may well have been damaged beyond repair. The implications of that range far beyond official Washington, raising questions of deep concern to all Nicaragua's neighbours.

In Honduras, the Contras' main

time any Nato ally had taken the decision to reverse a nuclear role. Caspar Weinberger, the US Defence Secretary, and his deputy, Richard Perle, angered Labour by launching an assault on that policy at the time of this year's Labour conference, saying it would wreck Nato and lead to the US withdrawing into a Fortress America isolationism. Denis Healey denounced them for acting in collusion with the Tories. But when Kinnock tried to dismiss their intervention as having been disowned by the White House, Charles Price, the US ambassador, bluntly corrected him.

Kinnock's hope of selling his policies at least to the Democrats has been dashed recently as those who have come to London to meet him have warned him with equal fervour that his policies would be catastrophic for the alliance and would under the transatlantic special relationship.

Few Americans follow British politics in detail, but as Kinnock appears on TV chat shows and interviews over the next week they will be disappointed to find that the man they have vaguely heard of as a moderate battling to free his party from left-wing extremists is offering what they regard as a backward and left-wing defence policy.

So how does he hope to convince the Americans? Kinnock concedes that he will make few converts. But he does hope for an understanding of Labour's aims. He will argue that an improv-

crised Britain has a choice between Trident or a proper conventional defence and that it makes much more sense to have the ability to counter a Warsaw Pact advance with sufficient conventional forces than to be committed to threatening a nuclear first strike which nobody believes would be launched.

Labour, he will say, is not abandoning defence but the unnecessary and unusable nuclear force in order to maximize our conventional deterrent against a conventional war in Europe. Savings from Trident will go on more conventional arms.

Kinnock will have to answer some questions about Labour's plans. He says that he rejects America's nuclear umbrella. But Denis Healey says that as long as Britain remains in Nato we are protected against Soviet nuclear blackmail by the American deterrent. Is Kinnock only ruling out the first use of nuclear weapons on our behalf or is he ruling out their use in all circumstances?

If he is saying he wants no nuclear shield for Britain's forces in Germany, is that not laying them open as a softer target than the rest for any Soviet advance?

What access would the US be given to their bases if it came to a war? Would he then relent, or surrender? What, by his definition, qualifies as a nuclear base? One with nuclear weapons stockpiled or one capable of use by nuclear-armed aircraft? How

quickly would Labour insist on dismantling US nuclear bases? How much intelligence activity would still be permitted?

How soon would it be before Labour under economic pressures, abandoned the present commitment to spend more on defence overall? How can Kinnock control the would-be neutralists in his party who want to take Britain out of Nato altogether, given that there will be a huge influx from the left if Labour wins enough seats to get into government? How would Nato remain united if Britain were to abandon its key nuclear role?

Labour has been a little short of transatlantic contacts since the exodus to the SDP but John Gilbert, Dick Douglas, Bruce George and George Robertson, Labour's foreign affairs spokesmen, keep links open. Robertson, Barry John, Kevin Macnamara and Martin O'Neill, who spent three weeks in the US last summer, have been among those dining at the US embassy and with visiting senators in recent weeks, feeding their reactions to the party leaders.

Americans will have noticed the inordinate amount of Kinnock's party conference speech this year devoted to an assault on US policies in Nicaragua and El Salvador, a clear swaying before the wind of Labour's anti-American streak.

So if Kinnock, despite his charm, does have a hard time in America on this trip there is always the possibility of a reaction against American interference in British politics should Washington appear to be threatening dire consequences in the event of a Labour government. He might be obliged to drop the charm and try the macho approach once again.

The Reagan administration pursue its offensive against the Sandinista regime? Hitherto the Contra supporters in Washington have been split. In the White House there was the belief that the rebels might one day actually overthrow the ruling *comandantes*, resulting in an acceptable pro-western government. Other US officials involved with the programme saw the Contras as an extremely useful (and inexpensive) lever with which to exert the combination of military, economic and diplomatic pressure that would finally force the Sandinistas to mend their Marxist ways.

This second approach had the advantage of underlining the Reagan administration's repeated public disavowal of deeper US involvement in Nicaragua. But one western ambassador in Honduras observes, "if you take the Contras out of the equation, all that's left are the various airfields the Americans have been breaking their necks to build here. You don't have to be a Sandinista supporter to wonder what happens to all those runways pointing at Nicaragua." He wondered if the US would now attempt to involve Honduras' own armed forces more directly in the struggle with its powerful neighbours.

Others wonder if there is still a possibility of direct intervention by the US. Back in March, President Reagan told *Time* magazine that despite his firm intention to keep American troops out of the conflict, "there might come a day when Sandinista acts would be directly against us... It would then be a case of protecting ourselves." Well before the Iran arms scandal erupted, there were experienced western diplomats in Central America who found themselves sharing the Sandinistas' concern that the President's apparent determination to excise the "cancer" in Nicaragua could produce some drastic action by the US before his term expires at the end of 1987.

None of this speculation will interest the Contra leaders as they grapple with the depressing implications of the drama now unfolding in Washington. When it came to US aid, critics always accused them of being much more interested in padding their own bank accounts than in fighting. Fitting, perhaps, that the first official comment from rebel headquarters on this extraordinary affair should have been a complaint that for all the millions of dollars involved, they had only received "a trickle of the money."

Philip Jacobson on what the Colonel North
affair means for Reagan's chief crusade

Is the Contra cause sunk beyond saving?



A Contra on watch at a camp on the Honduras border. But how many more anti-aircraft missiles will the US supply?

stronghold, they have some 15,000 men under arms, considerably more (and considerably better equipped) than their hosts. To the uncoordinated alarm of the Honduran authorities, these forces have already established their own no-go zone - "Nueva Nicaragua" to the locals - in the coffee growing border region, attracting increasingly heavy Sandinista attacks on an area of major importance to the Honduran economy.

Earlier this year, a CIA official intimately involved with the rebels in Honduras admitted that the possibility of their taking root there permanently, defying the government to move them, was "a nightmare for all of us." But what happens if the beleaguered Reagan administration decides to give up the Contras as part of its damage limitation exercise? What do you do with so many trained fighters,

men without a country who will undoubtedly harbour a burning sense of having been abandoned by Uncle Sam?

The Contra ranks contain decent and disciplined volunteers who genuinely believe that the Sandinistas have grossly betrayed the popular revolution against the Somoza dictatorship. But the rebels' record of behaviour inside Nicaragua, even allowing for Sandinista propaganda, includes evidence of rape, torture, assassination of doctors, teachers and local officials and random attacks on civilian transport. Similar allegations are now surfacing inside the Contra enclaves in Honduras. They would not be welcome elsewhere.

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The intelligent way to control MI5

Nothing could have more powerfully rattled our national fixation with the world of spies and spy-catching than the blockbuster now into its second week in the New South Wales Supreme Court.

Not surprisingly, opposition politicians - some giving the impression that they are ready to disregard or are even unaware of the requirements of national security - gleefully seize on the government's disfigurement. The clamour grows for a much greater degree of parliamentary control over the security services. Inevitably, these demands are led by the opposition parties but voices are also being heard on the Conservative benches suggesting that the services would be better managed if they were subject to much closer scrutiny by Parliament, or at least by an all-party group of senior parliamentarians.

Control of intelligence services is a difficult issue for all democracies, but it seems to give us particular problems. Even allowing for the current ructions in Washington, Americans generally approach it with a breathtaking openness. Public and political opinion in other European countries manages a cynical acceptance of it as a routine feature of international relations. In Britain there has long been pressure from politicians out of office for a degree of supervision of - and

often a reduction in - the activities of the security services. But, once in office, they have always taken a different view.

Soon after he became prime minister in 1945 Clement Attlee launched a review of the intelligence services but was persuaded of the need for MI5 and MI6 as then constituted. The question then to be decided was how to exert adequate political control without seriously impairing their operational efficiency. The nature of the work of the security services means that their relationship to ministers and accessibility to parliamentary scrutiny must be fundamentally different from that, say, of the DHSS, the Home Office or even the Ministry of Defence. A certain distance is essential; ministers and services alike would be inhibited by detailed control.

A careful compromise was worked out and emerged as the Maxwell Fyfe directive, issued by the then Home Secretary to the Director-General of the Security Service in 1952. The essence of the mechanisms then established that "Ministers do not concern themselves with the detailed information which may be obtained by the Security Service in particular cases, but are furnished with such information only as may be necessary for the determination of any issue on which guidance is sought."

The Maxwell Fyfe rules have survived to this day because the essentials of what made sense in 1952 have remained sensible.

No one could deny that Britain's intelligence services have had serious troubles since the war - but would things have been better under a system of all-party monitoring? Most of the moles discovered years ago have long since gone to their maker, to Moscow or to Home Counties retirement - yet their names are replayed again and again as part of an unremitting attack on our security arrangements. It is a well-established intelligence technique to cause problems for a rival service by keeping alive stories about penetration and moles in high places and one in which the KGB must certainly be well practised. MI5 too must suffer from the paradox that the more moles they catch, the more their service comes under fire.

The security service failures which have occurred are an argument for better management and better recruitment rather than closer parliamentary scrutiny. One immediate and highly damaging effect of a move in the latter direction would be that the intelligence agencies of other countries would become deeply reluctant to co-operate with their British counterparts. Yet, particularly in these days of international terrorism, co-operation between

security agencies has never been more important.

Last year Mrs Thatcher demonstrated the need to improve the management of MI5 when she persuaded Sir Anthony Duff to become Director-General. Duff is admirably equipped for the job but is already well past retiring age and I believe more changes are needed. The Cabinet Secretary, Sir Robert Armstrong, for whose current ordeal in Sydney I have the greatest sympathy, is unlikely to provide support in this. He is possessed of ruthless urbanity in large measure but his lack of the sort of political feel that is needed was all too painfully demonstrated by his handling of the GCHQ affair and the top salaries increases in 1985.

The best way forward would probably be to adopt the proposal of my parliamentary colleague, Sir Anthony Kershaw, who has suggested that the Director-General of MI5 should be assisted by a permanent watchdog committee, probably similar to that which already exists within the Foreign Office. Such an arrangement would not satisfy opposition appetites or parliamentary egos but it might well give us a better security service.

Ray Whitney

The author is Conservative MP for Wycombe.

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Ronald Butt

Labour imposes a new taboo

Dr John Cunningham is usually seen as representing a considerable part of whatever future credibility the Labour Party may have. He is not a soft leftist turned moderate because that offers the only hope of electoral victory. Nor is he one of the old moderates who, to survive, have destroyed their credibility by suppressing their known dislike of leftist policies. Bred in Labour machine politics, he has been able to avoid any really staining compromises so far. He is even sensible about nuclear power, having the nuclear reprocessing workers of Sellafield in his constituency.

But this week he has replied to Tory ministers' attacks on Labour's intolerant hard left by making a deeply irresponsible and socially dangerous statement. Echoing Neil Kinnock's condemnation of "zeal" as "damaging the majority interest" and praising the authorities of Labour local authorities, Cunningham added: "The smears of the last few days are contemptible, and not least because they contain an incipient racism, which is despicable."

How racism can be "incipient" rather than real or illusory must baffle anyone living in the real world, but afterwards Cunningham explained to the *Guardian*. He had meant that when Nicholas Ridley, the Environment Secretary, attacked hard left councils he had identified those with black leaders and especially large black populations. So now we know. Every other taboo may fall, but one overwhelming imperative takes its place. "Thou shalt not attack the politics of intolerance if anyone who is black is involved." However extremist a borough authority, its misdeeds must not be mentioned if there is a black leader (which there is in only three of the six or seven boroughs named by Ridley) or a large black population.

That seems to cover misdeeds which have nothing to do with race or racism. Thus, criticizing the performance of Lambeth's social services, Ridley cited some items from a recent full Lambeth council meeting. "Petition against the attendance of Women's Rights Committee." "Address by Sinn Féin Councillors." "And 'Lesbians and Gays'." Not unreasonably he added: "No wonder the services in Lambeth are in a mess." He rightly spoke too of people's reluctance to speak out for fear of what might happen to their families, though he did not mention Lambeth's 20 Hetero-sexism Awareness Training Courses (cost: £12,000) for rooting out the "oppression" of assuming that heterosexuality is the norm.

None of these has anything to do with racism. Yet because Lambeth has a black leader, Ms Linda Bellos (who also happens to be a militant feminist, lesbian and a hard leftist), they are now unmentionable. One of Bellos's gems (not referred to by Ridley) was: "The people of Brixton only

want peace. But I think the police are bent on war". Lord Scarman, impeccably liberal on matters concerned with race, has said (concerning Lambeth's boycott of the Community Police Consultative Committee): "It is a tragedy that extreme political views have prevailed in Lambeth Town Hall, views which are now supported, to some extent, by one of the major political parties in this country." What does that make Lord Scarman?

Much the same applies to Brent, which Ridley also mentioned, and whose officers are not restricted to its "anti-racist" persecutions. And what of Haringey? Ridley spoke of the "homosexual propaganda" being fed to school-children and the way that parents' protests are brushed aside. Cunningham is in a bit of a dilemma here since a great deal of the protest was from Asian parents who regard this teaching as flouting their religious ethics.

During Ridley's speech, Jack Straw asked from the Labour front bench why, if the authorities were that bad, they had been re-elected that had, they had been re-elected with increased majorities by black and white electors alike. Ridley's reply that some were elected by only 20 per cent is no answer. Why indeed do people return a party which so blatantly misrepresents them?

The gap between Labour's humourless intellectual fanatics, including some so-called moderates, and ordinary people is vast. In the midst of incontinent verbiage in the debate on Aids last week, Leo Abse, observing that it was a "lamentable" fact that 40 per cent of people left school with no O levels, said they should be spoken to in "street language", which he went on to exemplify with rebarb by using probably the filthiest language ever heard in the Commons.

But while this may be the language of the barrack room or the factory floor, where it is depersonalized and usually unrelated to the realities of sex, it is not the language that any decent working-class man or woman uses or wishes to have used to their families. Abse, a master of the living cliché, wants to explode the Tunbridge Wells taboos. But these taboos, rooted in elementary good sense and hygiene, are no less and perhaps more real to decent working-class people.

So why do so many people vote for a party which, in its humourless intolerance and bogus intellectualism, so ill represents them, a party, moreover, which offers them only dependency? The answer is simple. They vote for a brand name once associated with the defence of their collective interest in hard times when they felt exploited by those with power and money. We shall not have a healthy political society until the attachment to that brand name is broken, and working-class people are convinced that other parties will better defend their material interests and their freedom.

Paul Pickering

Wising up to Christmas

My inclination to dive for cover during Christmas party season was clearly shared by a girl at the first 1986 office thrash I attended the other evening. She was wearing a complete nuclear, biological and chemical warfare protective uniform. "My boy friend," she giggled breathlessly, tearing off the gas mask. "Better safe than sorry."

Soon after she passed out from heat exhaustion on a sofa. As a precaution it seemed a little excessive, but then all this Love, Peace on Earth and Goodwill can seriously damage your health and happiness.

Love, if we are to believe the scare statistics, will take more than its usual toll this year. That does not necessarily mean that the much-publicized grim reaper lurks behind the stinky black dress of pretty Mrs Spangle from Accounts or the sharp Hepworth suit of Mr Thrope from Marketing. But they have good grounds to fear their customary Yuletide tryst behind the filing cabinets.

So instead of going straight into their third-Liebfrauenclinch, and their separate ways when the MD calls time, they are more likely to start agonizing about their respective states of health. An hour or two of such intimate earnestness can only have one consequence: come June two broken homes in the suburbs. Mrs Spangle becomes Mrs Thrope and chaos reigns in Accounts.

While Love can end in the divorce court, Goodwill usually leads to the casualty ward. The scenario is grimly familiar. Mr Thrillable with the nervous twitch from Soft Toys has been passed over for promotion by bright Yuppies Mr G Khan. After a few drinks the more Mr Thrillable tries to exude a spirit of benign fellowship towards Mr G Khan the more he wants to murder him. Finally they crash in a ball of fists through a partition wall where the post room boys are sniffing typewriter correction fluid. Goodwill then causes the luckless inebriate who decides to chauffeur them to hospital to lose his driving licence.

But for a really seething atmosphere of hatred and distrust you have to await the arrival of Santa Claus. One thing is certain about a man who dresses up in a

white woolly beard and cherry red costume - he is deeply sick and twisted. At hospital parties Santa is always the surgeon with the highest on-call fee rate. Venal politicians, power-mad industrialists and psychopathic colonels love disguising themselves as the jolly old soul when they are the very last people you would let down your chimney or into a child's bedroom.

Publishing parties are usually packed with vicious Santas; all with East European accents and questionable pasts, doing their best to ensure that Peace on Earth will not ensue.

Nor will Peace on Earth be reflected in this year's decorative paraphernalia. Thanks to Chernobyl, East German mistletoe will probably glow in the dark and a bottle of Finnish cranberry sauce could provide sufficient illumination to go coral singing by. Rudolph the Red Nosed Reindeer is so radioactively contaminated that, besides puffing Santa's sledge, experts at Sellafield believe he could provide the electricity needs of a small town; as long as no one lives there.

Perhaps they have the right idea in Liverpool and certain London boroughs - such as Brent and Hackney where the office end-of-term rumpus is being suppressed as racist and imperialist by gangs of anti-Santas, or Santanistas. "Basically what is really disgusting is the displaying of Odious Fascist symbols such as Christmas trees and Yule logs," said War Against Xmas spokesperson Gloria Carrion. "We want the so-called parties ended now and the money sent to Nicaragua via Iraq and the North Pole."

Quite apart from the danger of lightning Santanistas raids there is the cheap plonk laced with anti-freeze and the deadly smoked eel and sausages from the poisoned upper Rhine, not to mention the loud and lethal bore who knows the connection between the Westland affair, MI5, the photogenic wife of a former Cabinet minister and a kinky leathersgoods manufacturer in Petticoat Lane.

All in all, the safety and tranquility of an army standard issue nuclear, biological and chemical warfare protective suit could be a sound investment.



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A NEW TEAM NEEDED

The prospect now facing the world is of three years of indecision in American foreign policy — two years of paralysis under President Reagan and one year of learning the ropes under his successor. Already weak, Mr Reagan's presidency could be reduced to an almost catatonic state by the Poincaré-North debacle. The combination of financial irregularity, secrecy, illegality and *Boys Own* adventurism looks likely to keep Congressional committees and the networks happily engaged in raking over the scandal for many months to come. The normal business of government will be hindered as leading officials are forced perpetually to deal deftly with new charges. Experienced middle-rank officials will now be looking for lucrative law positions outside the Administration and able potential replacements will avoid the becalmed ship. In such circumstances it is all but impossible to muster the support needed to launch major new policies and difficult enough to maintain contentious policies that are already in place.

The accusation that money was channelled to the Contras against Congressional wishes has doomed any future moves to aid them. The Contras have thus been assured that they face death and imprisonment with no prospect of ultimate victory. Most will drift quietly away and those who remain will decline to the status of regional bandits.

That will not greatly distress most European governments which regard United States support for the Contras as

futile and even wicked. Yet, whatever its faults, the policy was designed to deal with the real problem of a highly militarised Sandinista regime which was promoting guerrilla insurgencies in neighbouring states. Now that the US attempt to obstruct such insurgencies by destabilising Nicaragua is almost certain to be abandoned, Honduras, El Salvador, Costa Rica and even Guatemala may soon feel the combined heat of subversion and pressure from Managua.

At first glance, superpower relations will be less directly affected by the week's events. But Mr Reagan's bargaining clout in the Reykjavik summit and elsewhere was markedly increased by his domestic popularity and evident sway over Congress. The Soviet Union had a particular interest in reaching an arms control agreement with a popular right-wing President since that would minimise domestic American opposition to it. But Mr Reagan's popularity and political sway are now both much reduced.

In that lie two opposite risks. Since Mr Reagan has less to offer, Mr Gorbachov may now decide it will do no harm to wait out the President's remaining term. That would dictate sticking firmly to the condition that the "Star Wars" strategic defence initiative be abandoned as part of any arms deal. Stalemate would then result — which would have the added attraction for the Russians that Congress might respond by cutting appropriations for SDI over the President's objections.

Even such a stalemate, however, is preferable to a flawed

agreement. Here the risk is that Mr Reagan, desperate for a political success in these conditions of policy paralysis, might offer major concessions to obtain an arms agreement along the dangerously utopian lines of Reykjavik. Dangerous in itself, such an agreement would also split Europe from America.

This pessimistic outlook is not, of course, certain. One of the assumptions underlying it is that President Reagan has suffered a large and permanent fall in popular esteem. If that should prove false, Congress, the media and rebellious bureaucrats would have to mute their opposition to his policies. It is difficult to see Contra aid surviving even then, but he might be able to patch up a new Middle East initiative or muster support for a judicious arms control offer. He will not improve matters by the remedies, fashionable though they are, of vesting all conduct of foreign policy in the State Department or of extending congressional control over the National Security Council. Ultimate control of foreign policy under the American Constitution rests with the President who will always end up relying upon trusted advisors close to hand rather than upon a remote bureaucracy responsible to another major politician with, perhaps, an agenda of his own.

It is not measures but men whom President Reagan should now change, since it was the bad judgement of his advisors, not the bureaucratic structures they inhabit, which brought on the crisis. A thorough house-cleaning is in order.

MR GORBACHOV AND MR GANDHI

The Indian government took two precautions in advance of the Soviet leader's visit to Delhi this week. It detained prominent Afghan exiles living in India (though failing to prevent a large protest demonstration yesterday) and ensured a rapturous popular reception for Mr Gorbachov by busying crowds into the capital to greet him.

The precautions reflected in their way the present state of Indian-Soviet relations: a delicate alignment of security interests dictated by geography in which complications are swept under the carpet, and a long-standing popular affinity in need of a little encouragement. The Soviet leader arrives in India intent, no doubt, on refreshing the alignment and capitalizing on the affinity. He may find that things are not exactly as they seem.

In the two years that he has been in power, Mr Gandhi has veered away from the political legacy of his mother. He has looked to private enterprise rather than public ownership to solve India's economic problems. He has made efforts to reduce the corruption endemic in Indian society and to tackle ethnic conflicts. He has sought a less antagonistic relationship with the West and adopted his own style of leadership in the Third World. It is doubtful whether the two leaders will be able to recapture the spirit that prevailed in Indira Gandhi's time. Over the longer term, their two countries appear to be headed in different directions.

For this week, however, the differences, present and potential, will be relegated to second place. Mr Gandhi can be flattered, as he was probably intended to be, that the Soviet leader: chose to visit India before any other Asian country, including closer allies like Vietnam. The visit satisfies the same aspiration for international recognition that has spurred India's prominence in the Non-Aligned Movement.

The two leaders share some common problems. They have both expressed their determination to galvanize a huge country into action after long years of stagnation and corruption. The large population of the one and the sparse population of the other may, in economic and commercial terms, prove complementary.

Beyond their borders they have common enemies and security interests. They both feel threatened by Pakistan. They are both sceptical about the intentions of China. More immediately, they both have an interest in seeing a political settlement in Afghanistan.

Ever since he came to power, Mr Gorbachov has tried to limit the damage inflicted on his country's reputation by the continued presence of Soviet troops in Afghanistan. He has engineered the (relatively graceful) replacement of Afghanistan's former leader, Babrak Karmal. He has implemented a partial and largely cosmetic troop withdrawal, and he has started to mend fences with the Islamic world.

On the eve of his visit to India he said that a political settlement was possible and insisted that neither Moscow nor the Afghan people wanted a permanent Soviet presence in the country. Such an attitude will be welcome to India, which was placed in an awkward position by the Soviet Union's military involvement in the region. The presence of virulently anti-Soviet Afghan exiles in India was just one byproduct of the invasion, but one which has complicated bilateral relations.

Now Mr Gandhi will have to decide whether Moscow's tentative, and perhaps temporary, change of attitude on Afghanistan is enough for him to grant what Mr Gorbachov must surely be asking for this week: Indian support for a Soviet-sponsored Asian security system. This grandiose scheme is an attempt to draw non-aligned countries in Asia into a loose alliance designed to counter the influence of Japan, South Korea and the United States in the Far East.

While essentially a revival of an idea current in Brezhnev's time, it is an integral part of the new-style Soviet foreign policy. Indian involvement in such a scheme would do much to give it credibility elsewhere in Asia. Mr Gandhi would do well to consider the long-term consequences of such a plan before putting his name to it. So long as Soviet troops remain in Afghanistan, Mr Gorbachov's talk of Asian security can only ring hollow.

THE SILENT SURGEONS

On Tuesday Fellows of the Royal College of Surgeons held a meeting of their council. This was the first opportunity for them to raise the extraordinary case last week in which Mr Felix Weale, FRCS, was found guilty of serious professional misconduct by the Professional Conduct Committee of the General Medical Council.

Mr Weale, it will be recalled, was revealed to have refused to go to his hospital to operate on an emergency patient who, on his own instructions, had been prepared for operation by his surgical registrar and was on the operating table already anaesthetized. Mr Weale's reason was that between the time of his instruction to his registrar and the readiness of the patient for the operation, his on-call shift had finished.

There were a number of disturbing aspects to the case. The fact that the events took place on Christmas Eve in 1983 was less than reassuring about the speed with which

such events are dealt with by the medical authorities. The tales of dangerous mistrust between professional colleagues would have been more alarming still, were it not for the fact that without this rare breakdown in the medical club rules we would have been unlikely to hear about the offence at all.

Most of all, however, it was the punishment which seemed inadequate. Mr Weale was "admonished" and he is continuing his normal work. The reasoning of the Committee may well have been that the next step up in punishment would have been to strike Mr Weale off the medical register for a period. They were presumably of a view that the sin did not justify this response, especially as the matter was being considered so long after the event took place.

But if the General Medical Council cannot tune its responses more precisely or, indeed, react on a more realis-

tic timescale it is not time that the Royal College of Surgeons and the other colleges and faculties of the medical profession started to exert some greater self-regulatory influence? These colleges and faculties rightly regard themselves as guardians of standards of practice. They fulfil this role for the training and teaching of their junior doctors in an honourable fashion.

Now they should turn their powers to establishing some fast and flexible mechanisms to influence the behaviour of that minority of consultants and academics who fail to fulfil their commitments. They should look not only to those who break the letter of their contracts but also to those who breach the spirit of common humanity that justifies the privileged place in society that the public accords to these senior hospital doctors. So far the Royal College of Surgeons, of which Mr Weale is a fellow, has not considered the case at all.

Nowhere to go for mentally ill

From the Chairman of the Society of Clinical Psychologists
Sir, Dr Malcolm Weller's letter (November 22) highlights a man-made and expanding tragedy that is occurring in front of the eyes of relatives and involved doctors in this country.

Under a sacred banner proclaiming that all insane people can be treated in the relative isolation of their own homes, hospital care facilities for them are being ruthlessly swept away. All the appalling consequences of this are minimised, or cannot achieve public attention.

Acute schizophrenic and depressive illnesses cannot be got better overnight. Humanity and the relatives of patients cry out for an often brief spell of in-patient care, which usually gets them better.

When sufferers' opposition to help is coming from those made violent by delusions of persecution that have already led to violence to innocent people they think are poisoning them, the mentally disordered persons' wishes should not be paramount. Some of these untreated deluded people are capable of the severest violence.

Treatable depressive psychotics can likewise be salvaged to bless the people who overrode their destructive wishes at a time of despairing madness.

Many of the more resistantly ill patients are not always done a kindness by being cast out of an understanding environment, with friendly faces and an occupied day, for one of meaningless drifting in an unending void.

We should have been warned by the disasters in the USA and Italy, where similar policies were pursued. In Italy these poor souls at railway stations were called the *abbandonati*. *Laissez-faire* is not a kindness for schizophrenics who refuse medication. It is a downhill path to the gutter for not a few.

Psychiatrists want to see their patients in the community, but at a time and in a condition where it is humane and reasonable. The current scrapping of the acute beds

in many parts of the country is a scandal whose results are not being added up in terms of increasing suicides, violence and avoidable general trauma to many caring relatives and sufferers.

Yours faithfully,
HARRY JACOBS (Chairman,
Society of Clinical Psychologists,
Severnall Hospital,
Colchester, Essex.

Alcohol records

From Dr John Penman
Sir, The medical students of the 1940s, of whom I was one, were taught at the very beginning of their clinical training that in every case they should inquire into the patient's smoking and drinking habits, and nothing which they were taught seemed to them more obvious common sense than this.

Now you report (November 12): "Family doctors... are today urged to find out and record how much alcohol is being drunk by their patients" — as if that were a brilliant new idea, and as if it were exceptional to record one's findings.

In the 1940s it also went without saying that when dealing with a new patient one examined completely every system of the body, since otherwise there could be no hope of accurate diagnosis and in the 1960s, to my direct knowledge, good family doctors still did so. (This is very far from saying that patients should be fully examined at every interview.)

Now you report: "It [the Royal College of General Practitioners] believes that most people who drink heavily... deserve a full physical examination" — as if that were a last resort.

One sometimes hears that multiple special investigations have replaced history taking and clinical examination. Reports such as this, allegedly emanating from an official body, make one fear it may be true.

Yours faithfully,
JOHN PENMAN,
FOREST VIEW,
Upper Chute,
Andover, Hampshire.

Chance to offer Scots a chance

From Mrs Jillian Luff
Sir, Surely the Scottish Office are being short-sighted in their opposition to the proposed skiing development on Aonach Mhor (report, November 19, Scottish edition). This development will bring benefit to the country as a whole and not just to skiers.

I believe our country suffers from over-urbanization and therefore increasing the ease of access to a small part of our beautiful, exciting, empty mountains is good news for all.

More important is the aspect of jobs. I am positive that the likely number of jobs which would result throughout the employment spectrum — in hotels and bed and breakfast, in restaurants, in retailing, in transport, in information and public services — would be far in excess of the 60 to 80 mentioned.

The cost to the country of not creating these jobs is high: more money or more families being forced to move to the already madly over-populated, expensive South, where they may add to the social problems which we constantly witness as a result of our overcrowded cities.

As a Scot who has had to move south, I know that for the employed the quality of life (especially for families with youngsters) in an area such as Fort William is infinitely preferable. Let's aim at maintaining employment opportunities throughout our country and not just in the South-east!

Yours faithfully,
JILLIAN B. LUFF,
Weston,
Northchurch Common,
Berkhamstead, Hertfordshire,
November 20.

Sports restriction

From Mr Norman R. Mortimer
Sir, Having read the Coe report, produced by the Sports Council, copies of which have only recently come to hand, I must protest against Mr Rifkin's decision to close the Scottish School of Physical Education.

The Confederation of British Industry, in evidence to the above review, stated that it would certainly be very concerned if resources were not available for Britain to participate effectively and credibly in international sports events.

Every male teacher of physical education trained in Scotland has attended the Scottish school and to close such an institution is akin to giving over the playing fields of Eton to property development.

To remove the only specialist college of physical education in the west of Scotland only reflects the rest of the world's low opinion of Britain as a modern force in world sport.

Yours etc,
NORMAN R. MORTIMER,
(Director of Schools and Youth Development, British Handball Association),
5 May Terrace,
Mount Florida,
Glasgow,
November 25.

Neglected exam?

From the Headmaster of Liskeard School
Sir, In response to the letter from the Headmaster of The King's School, Gloucester (November 14), there are two other disadvantages to the new AS-level examinations, in addition to the lukewarm or even chilly reception from the universities.

First, although AS levels may broaden a student's education, they are very likely to narrow his horizons. At present a good A-level student will embark on three or four A-level courses and choose one of them as a subject to study when applying to university. If AS levels are widely accepted then only two subjects are likely to be taken to a level which makes them acceptable as a starting point for a university course. In the example Mr Charters gives, it would prevent the potential engineer switching from engineering to chemistry even in his or her upper sixth year.

Secondly, in a rural comprehensive school such as ours, at a time of falling rolls and reducing staff, we can only introduce AS levels where they can be taught in A-level classes, since to introduce new classes for very small numbers without sacrificing smaller classes amongst the younger children.

Yours faithfully,
A. D. WOOD, Headmaster,
Liskeard School,
Lurastow,
Liskeard, Cornwall.

Where the truth lies

From Mr E. P. Wilson
Sir, Mr Robert Armstrong's phrase in Sydney, "being economical with the truth", is already being spoken of as a candidate for inclusion in future anthologies of quotations. Credit (if that is the right word) for the notion should at least be shared with the British statesman, W. E. Forster.

Recording his impressions of a conversation in 1877 with the Russian diplomat, Count Nicholas Ignatiev, Forster was suspicious that Ignatiev's frankness was far from genuine, and was driven, more reluctantly than Sir Robert one imagines, to reflect: "What is the use of lying, when truth, well distributed, serves the same purpose?" (T. Wemyss Reid, *Life*, ii, (1888), p167).

Yours faithfully,
E. P. WILSON,
Worcester College,
Oxford.

ON THIS DAY

NOVEMBER 27 1812

The retreat of Napoleon's army from Moscow had begun in mid-October, but in the absence of any regular information from that front this article proved to be a well judged appreciation of what had in fact already begun to happen. The destruction of the Grande Armée was complete by December 20. Napoleon left the army on December 9, travelling direct to Paris on a journey that lasted 119 hours. Murat, who was left in command, reached Königsberg ten days later with the remaining 1,000 of the Old Guard, including dismounted cavalry.

LONDON

Friday, November 27, 1812.
At length, our curiosity to learn the fate of the French Grand Army has received some slight gratification. A Gentleman, who has reached town from Moravia, informs us that he there pursued the 26th and 27th Bulletins, which are dated on the route towards Poland, passing in a direction somewhat to the southward of Smolensk.

The 27th Bulletin related a number of attacks made by the Russians on the French rear-guard, down to the 27th ult., all of which it is said were easily repulsed by Davoust and Eugene Beauharnois, who covered the main army in a masterly manner. Great part of this Bulletin is taken up with descending on Buonaparte's humanity! Some of his soldiers, it seems, requested permission to burn all the towns and villages through which they retreated. This infernal proposal is not noticed as at all unreasonable in itself but its rejection is meant at once to characterise Buonaparte as a model of magnanimity; although it is perfectly obvious that the fast of speedy vengeance must have constituted a very sufficient motive for his forbearance. It was further stated that Mortier had blown up the Kremlin, and joined the main army, which after the chastisement (so it is expressed) which it had given the Russians, on the 27th, had been no further disturbed by them, but proceeded, in the best condition, towards its ultimate destination. No very accurate account, however, is given of what had been done with the sick and wounded, whom the 26th Bulletin stated to have been removed to Mojaik and Smolensk, which are out of the present line of march. We have every reason to believe that though the Bulletins in question have not reached this country, the above will be found to exhibit a tolerably faithful outline of their contents. It is easy to gather from them that the French army has abandoned all idea of establishing itself, for the winter, in any part of Russia; and is in full retreat out of the bounds of that empire. We are ready to believe that whatever can be done by military science, in conducting the retreat, has been effected by the united efforts of the French Generals, who altogether constitute a greater body of talent and experience, than any other army in the world can boast; but we look, in this instance, beyond the skill of the General. — we look to the physical powers of the soldier. — we picture to ourselves a Provençal, or a Tuscan, or a Neapolitan struggling, from day to day, with the snow and the frost, toiling through the marshes and fording the half-frozen torrents, which, as he advances, swell gradually into impassable rivers; we see his hopes failing, his strength exhausted, his constitution broken. Little boots it, that he may repulse the enemy in the daytime, if he meet a more fatal enemy in the chilling damps and mists of the night. To sufferings such as these, independently of all the slaughter occasioned by their pursuers, it is hardly to be doubted, but that one half of the soldiers who left Moscow must fall sacrificially before they can reach a secure asylum. Not less than three hundred thousand men, on both sides, will have fallen; and between five and six months of scientific arrangement and sanguinary contest will have been employed, only to close, on the Vistula, those operations which began at a more advanced point on the Prut. On the 20th of June the first Bulletin was issued, from Gumbinnen. The Orders, addressed, at the same time, to the army proudly announced that the war should be carried into the Russian territories, — that the destinies of Russia were about to be accomplished, — and that she was for ever to be excluded from any influence in the affairs of Europe. If Buonaparte shall have to date a future Bulletin from Warsaw, he must select other topics. The French nation itself will reflect that there is neither wisdom nor justice in waging so deadly a war against Russia, only to prevent her from exercising a free right of trading, as she thinks fit. We do not mean to intimate that any sensible decay of Buonaparte's popularity is yet visible in France. On the contrary, we learn, that notwithstanding the late short-lived conspiracy, very little open disaffection to his person or government is any where exhibited.

Bitter-sweet memory

From Mr John Greene
Sir, In 1980 I inherited an oak chest. Whilst treating it for woodworm I found secreted behind a false panel a half pound of Typhoo tea ("Authorised price 11d"), my grandmother's final war-time supply in the event that the worst happened.

Its condition may not be as good as Mrs Weston-Davies's Angostura (November 21), but as a comestible from imperial India it is at least better.

Yours faithfully,
JOHN GREENE,
3 Richmond Place,
Bath, Avon,
November 21.

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COPY

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NO 2000

Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1286.3 (+15.9)
FT-SE 100
16330 (+13.7)
Bargains
257.21 (25600)
USM (Datastream)
n/a

THE POUND

US Dollar
1.4315 (+0.0090)
W German mark
2.8494 (+0.0136)
Trade-weighted
68.2 (+0.3)

Mercury shares jump 40p

Shares in Mercury International, the merchant banking and securities group, rose by 40p yesterday, one day before it publishes its first interim results since the full group was formed in March. The price move, which sent the shares from 385p to 425p, prompted speculation that Mr Saul Steinberg, the American entrepreneur, had been enlarging his stake in Mercury. Mr Steinberg holds close to 14 per cent of the company. However, the buying was probably more widely spread. "It looks as though other investors may be jumping on Mr Steinberg's bandwagon, hoping the price is further to go," said Mr Rod Barrett of stockbroker Hoare Govett.

Analysts expect today's results to show profits after tax of slightly more than £30 million. 250,000 seek gas shares

More than 250,000 completed share application forms for British Gas had arrived by last night after a day which saw the 'grey' market price at which gas shares could be sold slip by 3p to 58p.

Meanwhile, 11 firms have registered with the Stock Exchange as market-makers and more are expected before tonight's deadline.

Offer lapses

The Lloyd's broker PWS has formally announced the lapsing of its £173.75 million offer for fellow broker C.E. Heath. This follows the Heath shareholders' decision last week to back their board's acquisition of Fielding Insurance.

BP for Tokyo

BP intends to apply for a listing on the Tokyo Stock Exchange in the first half of next year after publication of 1986 results.

Magnet up 71%

Magnet and Southern, the vertically integrated timber and do-it-yourself group, yesterday announced pretax profits up 71 per cent to £20.7 million. Turnover increased from 28 per cent to £153.8 million. An interim dividend of 2.2p was declared.

Profit rises

Kwik Save Group, the North of England supermarket chain, revealed pretax profit up 17.4 per cent to £42.2 million on turnover up 11.8 per cent to £795 million for the 52 weeks to August 30. The dividend was increased by 1.2p to 6p net.

Tempus, page 26

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MARKET SUMMARY

STOCK MARKETS	
New York	1911.14 (-0.98)
Tokyo	17727.91 (-19.58)
Hong Kong	2377.71 (+16.59)
Australia	1358.8 (-2.5)
Sydney	1358.8 (-2.5)
Frankfurt	2057.4 (-0.1)
Brussels	3986.01 (+3.82)
Paris	393.3 (+0.3)
Zurich	118
London	1286.3 (+15.9)
FT 30	1286.3 (+15.9)
FT-SE 100	16330 (+13.7)
Closing prices	Page 27

INTEREST RATES	
London Bank Base	11%
3-month interbank	11%-11.5%
3-month electric bills	10.5%-11%
buying rate	
US Prime Rate	7.5%
Federal Funds	5.5%
3-month Treasury	5.38-5.36%
30-year bonds	10.0%-10.0%

CURRENCIES	
London	New York
£1.4315	\$1.4325
£2.8494	\$2.8494
£2.8494	\$2.8494
£2.8494	\$2.8494
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£2.8494	\$2.8494
£2.8494	\$2.8494

£5.6bn payments deficit expected

Fall in jobless total forecast

By David Smith, Economics Correspondent

The National Institute for Economic and Social Research predicts a strong rise in output and a drop in unemployment to below three million next year in its latest Economic Review.

But this good news for the economy will be accompanied by a £5.6 billion balance of payments deficit and a rise in inflation to nearly 6 per cent, the institute says.

The institute, which has tended to take a gloomy view of the economy under the present Government, is encouraged by the extra public spending announced by the Chancellor in his autumn statement earlier this month.

It also expects Mr Lawson to adhere to his previous plans and cut taxes by £2 billion in the next Budget and by £4 billion - assuming the election does not intervene - in the spring of 1988.

This fiscal expansion, together with the fall in the pound that has already taken place, will produce stronger growth next year, the institute forecasts.

Manufacturing output, after a modest 0.1 per cent rise this year, is expected to increase by 3.6 per cent next year, partly due to the strength of exports.

Unemployment is forecast to fall to 2.94 million by the end of next year.

However, owing to the large current account deficit, overall economic growth is forecast at only 2.4 per cent next year, virtually unchanged from this year's 2.5 per cent.

The institute's prediction for the current account is noticeably more gloomy than the Treasury's and the majority of other outside forecasters. After a £5.6 billion

deficit next year, it expects a £7.2 billion deficit in 1988; the Treasury's forecast is for a £1.5 billion deficit next year. It has not yet published a forecast for 1988.

The institute is less optimistic than the Treasury on invisible earnings, expecting a £7 billion surplus next year against the official forecast of £9 billion. It also expects a higher rate of import penetration than the Treasury.

The forecast on inflation - 5.75 per cent in the fourth quarter of next year - compares with the Treasury's projection of 3.75 per cent. This is mainly due to higher import prices as a result of the pound's fall.

The Economic Review contains new medium-term projections based on both Conservative and Labour policies. Labour's proposed public spending expansion, together with cuts in employers' national insurance contributions and extra measures for the long-term unemployed, should reduce unemployment below two million, according to the institute. But the penalty would be a sharp rise in inflation to more than 10 per cent and a big balance of payments deficit.

Comment, page 25

Capital goes to market

By Teresa Poole

Business Correspondent Capital Radio, Britain's largest independent radio station, yesterday announced plans for a full stock market listing early next year. The company is likely to be valued at more than £11 million.

Capital has been broadcasting since 1973, when the consortium, under the chairmanship of Sir Richard Attenborough, won the London radio entertainment franchise. Its advertising revenue accounts for about a fifth of all independent radio stations and it has built up an audience of more than 3 million a week. The offer for sale of shares is unlikely to raise new money for Capital.

Mr Nigel Wainman, managing director of Capital, said: "We have always promoted strong links with London's community, and wide ownership is in line with our declared intention to go public at the time of our last Independent Broadcasting Authority re-appointment."

Pretax profits for the year to September, due next month, should be almost double the

CAPITAL RADIO 194

£936,000 made in the previous year on turnover of £17.5 million. Capital, with all independent stations, has benefited recently from reductions in the Exchange Levy and a rebate on the primary rental paid to the IBA.

The non-voting shares are to be enfranchised for the sale. The largest voting share stake, 28.5 per cent, changed hands this year when the Australian-owned Paul Ramsay Broadcasting (UK) took over Standard Broadcasting Corporation.

MAIN PRICE CHANGES

RISERS	
Turner & Newall	182p (+5p)
Woolworth	232p (+18p)
Meyer Intl.	280p (+10p)
MK Electric	382p (+11p)
Mitchell Somers	123p (+8p)
GRM	272p (+20p)
Tozer Kemsley	170p (+15p)
FALLS	
THF	177p (-6p)
Eucalyptus Pulp	850p (-30p)
Goldsmiths	250p (-8p)
Pendland Ind.	450p (-20p)
Powell Duffryn	301p (-7p)
Mercury Intl.	425p (-7p)
Trafford Park	243p (-7p)
DROPS	
Derek Crouch	216p (-7p)
Alphamec	220p (-11p)
I.C. Gas	588p (-7p)
MEPC	335p (-8p)
D.J. Alarms	95p (-10p)

GOLD

London Fixing
AM \$384.00 pm-\$383.60
close \$382.00-\$382.50 (\$268.50-267.00)
New York
Comex \$382.60-\$383.10

NORTH SEA OIL

Brent (Jan) \$14.80 bbl (\$14.55)
* Denotes latest trading price

Farmers help trim US trade deficit

From Bailey Morris, Washington

The US trade deficit, which has held back economic growth, narrowed to \$12.1 billion in October in the third consecutive monthly decline.

US Commerce Department officials say the October deficit was the best trade performance in 14 months on an unadjusted basis, compared with the September unadjusted figure of \$12.6 billion. But on a revised basis, the September deficit was sharply higher at \$14.7 billion.

The new figures show an encouraging pattern of rising exports which increased to \$19.3 billion, up from \$17.5 billion the month before. Exports of manufactured goods and farm products, two sectors of the economy which have been particularly hard hit by the high dollar, rose last month.

But the deficit for the year is nonetheless running at a record pace of \$167.9 billion, already larger than the record deficit last year of \$148.5 billion, officials said.

Despite the improved export performance, imports also continued to rise, increasing to \$31.4 billion last month from \$30.1 billion in October. The persistent high level of imports, in the wake of the falling dollar, suggests that consumer preferences for foreign products remained strong in important sectors of the economy.

A new study by the Washington-based Institute for International Economics, concluded that there must be drastic reductions in the US trade deficit over the next few years of about \$150 billion to avoid major disruptions in the global economy.

Mr Fred Bergsten, the institute's director, said a new global recession is possible by 1988 unless these large adjustments are made. But to reduce the US deficit by the amounts required, he said, Japan and Europe would have to share the bulk of the corresponding trade deterioration in other countries.

News Int to develop Fleet St offices

By Judith Hambley, Commercial Property Correspondent

News International, which owns The Sun, News of the World, The Times and Sunday Times, is to develop 275,000 sq ft of offices on the site of the News of the World building, fronting London's Fleet Street, in a development which could be worth close to £100 million.

News International, whose chairman is Mr Rupert Murdoch, received full planning permission for the redevelopment of the Fleet Street and Bouverie Street site from the City of London Corporation this week.

All of News International's titles are now printed at Wapping, East London, leaving behind the valuable Fleet Street site. News International is likely to put the site out to competitive tender by developers in what is now a booming office market fuelled by Big Bang.

The new building will retain the existing Fleet Street frontage and create an arch through to the new seven-storey offices which could be on the market in 1989.

The top office rent achieved

Maxwell raises AE cash offer

By John Bell, City Editor

Hollis, Mr Robert Maxwell's timber group, has confirmed its intention to raise its cash offer for AE, the automotive engineering group, after two days of consultations with institutional shareholders.

The new offer of 280p per share adds £20 million to the price Hollis is willing to pay for AE. The share swap offer of 7 Hollis shares for 2 AE shares remains unchanged and values AE at £290 million. Hollis foreshadowed the increase in its terms last Friday.

provided that the idea attracted substantial support. Hollis yesterday claimed it had enough backing but refused to be more specific.

Mr Maxwell's company, which is much smaller than AE, says these terms are final unless there is a counterbid by a third party.

The stage is now set for a straight fight between Hollis and Turner & Newall, whose final offer closes on December 5. No closing date has yet been fixed for the Hollis offer.

Mr Maxwell's master com-

pany, Pergamon, holds almost 11 per cent of AE while Hollis can speak for a further 0.5 per cent.

T & N commands slightly less than 30 per cent of AE, acquired in its first bid which failed narrowly in September.

Before Mr Maxwell raised his cash offer, T & N said holders of a further 14 per cent of AE shares were inclined to accept its own terms. It would not re-affirm this statement yesterday.

Financially, the rival offers are not far apart. Hollis claims

its share offer is worth 295p per AE share if the right to AE's final dividend is taken into account.

T & N meanwhile put a price of up to 285p on its own offer by which accepting AE shareholders can elect to receive a variable mix of shares and cash.

AE also confirmed its forecast of £28 million profits for the year to end September and is bringing forward the announcement date to Monday.



Sir Christopher: "No question of our pulling out"

Courtaulds stays in SA

Courtaulds, which announced a strong increase in profits yesterday, has no intention of joining the international exodus from South Africa. Sir Christopher Hogg, chairman, said: "There is no question of our pulling out of South Africa. We do not feel that we have anything to be ashamed about in our operation there." Courtaulds owns two-thirds of a South African wool pulp business, Saiccor. Courtaulds' pretax profits rose 35 per cent to £82 million on turnover 4 per cent higher at £1096.9 million.

CBI sets up City link task force

By Edward Townsend, Industrial Correspondent

A top-level task force comprising some of Britain's leading business figures has been established by the Confederation of British Industry in a new attempt to bridge the deep rift between manufacturing industry and the City of London.

The new group, to be chaired by Mr David Nickson, president of the CBI, has been given a year by the policy-making CBI Council to come up with radical ways to bring the country's industrial and financial sectors together and to "improve the longer-term performance and international competitiveness of British industry."

Mr Nickson, chairman of Scottish and Newcastle Breweries, described the initiative as "the single most important event in my presidency."

Members who have so far agreed to serve on the task force include Mr Ian Butler, chairman of the CBI, and Mr R A Stormonth-Darling, chairman of Alexander's Laing and Cruickshank.

executive of Allied-Lyons, Sir Hector Laing, chairman of United Biscuits, Sir Raymond Lygo, managing director and chief executive of British Aerospace, Mr Alan Stote, group chief executive of the BGS Group, and Mr Ronald Ulger, chairman of ICI.

Leading financial figures on the committee are Mr Ian Hay Davison, former chief executive of Lloyd's of London and now chairman of Arthur Andersen, Mr Ron Artus, group chief investment manager of the Prudential, Mr Ferrier Charlton, senior partner at Linklaters and Paines, Mr Robin Fox, vice-chairman of Kleinwort Benson, Mr George Gwilt, managing director of Standard Life Assurance, Mr Hugh Jenkins, group investment director of Allied Dunbar Assurance, Mr Richard Lloyd, chief executive and deputy chairman of Hill Samuel, Mr John Quinlan, deputy chairman of Barclays Bank, and Mr R A Stormonth-Darling, chairman of Alexander's Laing and Cruickshank.

Comment, page 25

Panel 'operating system of no law'

American securities house Prudential-Bache claimed in the Appeal Court yesterday that it was "very undesirable" for the City Takeover Panel to be outside the control of the courts.

Their counsel, Mr Jeremy Leaver Q.C., accused the Panel of operating a "system of no law" as the City's self-regulating body.

"They have a corpus of rules which are administrative and which have many of the characteristics of legal rulings. But they don't have the redeeming features of the legal system," said Mr Leaver.

In a case which could have wide implications for the future of City self-regulation, three Appeal Judges led by Master of the Rolls Sir John Donaldson are being asked to

examine the court's powers to review decisions of the Panel.

Mr Leaver is asking them to overturn the refusal of High Court judge Mr Justice Hodgson on Tuesday to give them leave to seek judicial review of a Panel decision.

Prudential-Bache is advising Datafin, a company formed by an element in the McCorkquodale printing group favouring a management buyout of the company.

They want to challenge the Panel's rejection of their claim last Monday that supporters of the Norton Opax bid for McCorkquodale had broken the Panel's rules.

Mr Justice Hodgson ruled that the Panel was not a public law body whose decisions were open to judicial review and he had no jurisdiction to deal with the matter.

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Gold cards can be sending a stand- envelope to: old,



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WELLS, MR. BERRY

LEY.

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Sales Ltd.

any other

Surplus must be cut, says minister

Declines led advances six to five on 38 million shares while the Standard & Poor's 500-

Directors anticipate that the final results for the year to March 31 1987 will not be less than 0.90p making 1.50p for the year. Gross income from franked dividends was 278,300 (\$48,185), while for unfranked dividends it was 747,093 (\$129,824). Tax was 305,526 (\$52,588). A preferential dividend was 17,850 (\$3,000), revenue available 596,557 (\$100,000), savings per share 0.91p (1.19p adj). The 1985 figures have been adjusted to reflect a capitalisation issue in July of two new ordinary shares for each share held.

How E place i

(ECONOMIC VIEW)

How Britain can regain first place in the tax reform game

By Rodney Lord, Economics Editor

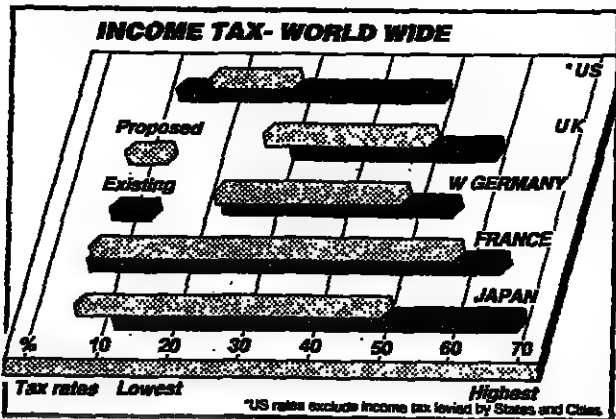
Mrs Thatcher last week commented that Britain has to compete with other countries for skilled personnel not only on salaries, laboratory facilities and the Tower of London, but also on its tax rates.

She was talking about the top rate of income tax, which she would like to bring down from 60 to 50 per cent. But the same is true of many other aspects of the tax system.

Multinational companies have always located their operations partly with an eye to the rate of tax on profits. More generally, a country with a relatively simple, non-discriminatory personal tax system, which favours incentives rather than social engineering, may be a more attractive place in which to do business than a country where rates are high and some economic activities are favoured at the expense of others.

The world is presently witnessing an astonishing epidemic of interest in tax reform.

In addition to the significant reforms recently passed into law in the United States, West Germany is preparing a package of tax cuts for implementation after the election. France is in the process of removing its two top rates of income tax, the Japanese government is considering the report of a government advisory committee recommending far-reaching changes, Canada is wondering how best to match the changes in the US regime, both Australia and New Zealand have



introduced a form of VAT. Denmark and Norway are bringing down their top rates, and even Ireland shows signs of beginning to consider seriously the recommendations of its long-standing committee on tax reform.

Our own Government must clearly ask itself what implications the radical changes in tax regimes overseas hold for its own ambitions in the tax reform area. In particular, is it still right to spend most of any scope for tax cuts on implementing the reform of family taxation?

Most of the tax reform proposals have some common themes. They seek to cut income tax rates and to finance this by widening the base over which tax is charged and by extending sales taxes like VAT.

In the US, for instance, the new structure reduces 14 separate rates ranging from 11 to 50 per cent to only two of 15 per cent and 28 per cent. As Mrs Thatcher has remarked, it brings the top rate of federal tax in the US down below the basic rate in Britain, but the comparison is misleading as it excludes income taxes levied by the states — 44 out of the 51 states of the union add anything up to 14 per cent on top of federal income tax. A few cities levy income tax too, so people living in New York, for instance, pay not only federal income tax but income tax to New York State and to New York City as well.

The conjuring trick of cutting tax rates without seriously

increasing the deficit is performed by removing many tax exemptions and switching \$120 billion (\$84.5 billion) of the tax burden from individuals to companies.

Some of the principal allowances being eliminated are:

- interest on personal borrowing;
- state and local sales taxes;
- the first \$100 of dividends;
- two-earner married couples who received a 10 per cent deduction;
- losses from passive tax shelters except against other passive income;
- payments on Individual Retirement Accounts for higher rate payers unless not covered by occupational schemes; and
- 100 per cent of business meals and entertainment expenses, which in future relief will be limited to 80 per cent.

Mortgage interest relief on both first and second homes stays, but for the wealthy a minimum tax of 21 per cent is introduced to limit the efficacy of tax shelters. The effective tax rate on long-term capital gains is raised from 20 to 28 per cent.

Reform proposals in other countries, being less advanced, are not as well defined — at any rate in public. The West German government has proposed income tax cuts of DM20-DM30 billion (£7-£10 billion) in 1988. Although no details are being formally revealed ahead of the election on January 25, Herr Gerhard Stoltenberg, the Minister of Finance, has made little secret that in his view the framework should be:

- a cut in the top rate of income tax from 56 per cent to about 48 per cent;
- a cut in the bottom rate from 22 to 20 per cent;
- a partial offset by lowering tax subsidies to industry; and
- the balance of the cost to be offset by higher excise duties on petrol and tobacco.

The Japanese government is now mulling over the report of an advisory committee, which proposes:

- a cut in the top rate of

COMMENT Kenneth Fleet

Courtaulds may be set to come out fighting

The Courtaulds story — Seven Lean Years — has still to be written but in essence it has three remarkable themes: the herculean labour of removing the dross in the legacy of Lord Kearton and Sir Arthur Knight; the reshaping and reinforcing of the valuable businesses that were also part of the legacy; and the halving of a labour force of 120,000.

Preferring, wisely, to tackle these huge tasks with the minimum of publicity, Sir Christopher Hogg and his management team have done an incredible job. It may look as if turnover has been static and that the improvement in profitability has come by squeezing more out of the same old businesses. In reality, Courtaulds has dropped around £500 million of turnover since 1979 and replaced it with other sources of business in mainly higher quality, less volatile areas.

The time has come to push up the periscope and look ahead. The significance of the creation last month of an executive committee comprising four board members, including the chairman, to study performance and the future of the group should not be missed.

To make an acquisition because the market wants it is obviously not sound business practice if the facts dictate otherwise. Nevertheless, the psychological effect internally and externally of Courtaulds taking a more aggressive approach could be dramatic.

Three years ago, the group raised more than £70 million by way of a rights issue, mainly with the view to expanding in the United States. An opportunity failed to materialise but there are rumours that Courtaulds may be about to buy the acrylic business of the US company, Cyanamid.

With gearing set to fall to below 9 per cent of shareholders' funds this year, there is plenty of scope for Courtaulds to look for something sizeable. In the meantime, the boost from lower raw material and energy costs will make it possible for the group to make next year's profits this year. Analysts are raising their forecasts by more than 10 per cent to £185 million and are looking for £205 million in 1987-88. On a p/e ratio of 8.9 times this year's earnings, falling to 8.3 times next year's, the shares are still on a pitifully small rating given the very interesting stage the group has reached.

plans have been thwarted by the professional takeover raiders.

The terms of reference have been drawn widely to avoid casting aspersions at the City. But if anything is to be achieved, the formative element will be the taskforce's three-part review of long-term measures of company performance, communications between the City and industry and the relationship between pension and insurance funds and the industrial companies whose share registers they dominate.

Of these, the first two are unlikely to change much. The spectacle of City manoeuvring that has overwhelmed AE is one pointer. The engineering group has done as much as it could to establish good relations with big shareholders — and performed well — since a takeover scare a few years ago. But that did not help it.

If there is to be any significant change in relationships it will come through formal changes in the position of big institutional shareholders rather than from spontaneous enlightenment. That would need to come from a complete reassessment of the boardroom power and voting power of big blocks of shares held by the institutions. If that issue is ducked, the taskforce will produce only fine words and good intentions. And, under the pressures now building in the City, those will change nothing.

NIESR rampant

The National Institute for Economic and Social Research, the ghost of economics past during Mrs Thatcher's time in office, is sticking firmly to its guns. Not only will there be a £5.6 billion current account deficit next year, but an even bigger one, £7.2 billion, in 1988.

For invisibles to come to the rescue indefinitely, as they did at the Treasury's behest this week, a regular dose of sterling weakness would be required.

This is a theme of some helpful projections in the *National Institute Economic Review* on the economic consequences of continued Lawsonomics, versus the efforts of "shadow" Roy Hattersley. The results are bad under the Conservatives, worse under Labour.

On these medium term projections, the Government will be faced with current account deficits in the £3-5 billion range in the medium-term even if it eschews tax cuts and holds sterling up. Letting sterling go would carry the penalty of substantially higher inflation than the 5-6 per cent rate projected for the medium term.

Labour's extra public spending results in a steady rise in inflation to 10 per cent and more, and quickly takes the deficits on current account up to £10 billion, which the Institute says modestly may not be sustainable.

Words and actions

The taskforce set up by the CBI to work out a new relationship between the City and industry certainly starts with a powerful cast. This is particularly true of members drawn from the City. The industrialists, while no less distinguished, tend to come from companies that have been the subject of bid scares or whose own

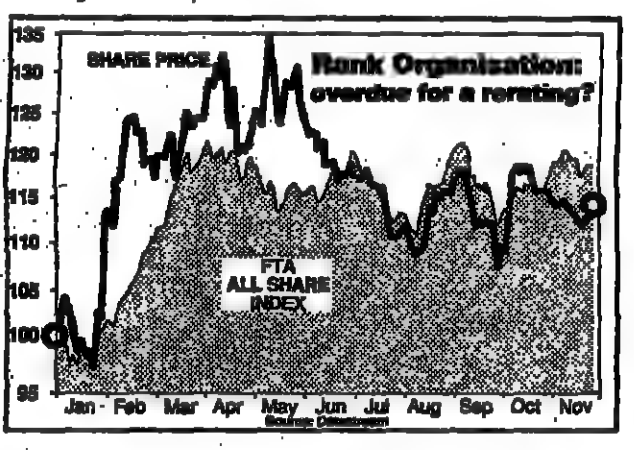
STOCK MARKET REPORT

£300m computer program fuels a sharp advance

By Michael Clark and Carol Leonard

A £300 million computer-inspired buying and selling program at the Post Office Pension Fund revived a flagging equity market yesterday and sent leading shares racing away.

Computers are being used increasingly to advise fund managers when to buy and sell stocks and when to switch from one sector to another. Yesterday the Post Office Pension Fund's computer was telling its fund managers to dump some of their second-line stocks and to switch to the more prestigious Alpha and Beta ones.



acquiring the 24 per cent stake.

"We're not really a machine for gobbling up companies, you know," says Mr Gunn. "We've got enough on our plate at the moment. The Exco deal has doubled the size of the company and it won't be completed until the end of January."

Hilldown Holdings, the fast-growing Fresh-Lay eggs to furniture group, jumped 7p to 210p, ahead of a 25-page glossy, colour research brochure on the company being published later this week by de Zoete and Bevan, the broking arm of Barclays de Zoete Wedd. It is expected to be extremely bullish.

James Capel, the broker, was given the task of carrying out the business. It found little difficulty in bidding for the stock on offer and placing it around the market, but it may have run into a few problems picking up shares for the PO in a thin market.

Some of the leaders for which Capel was thought to be bidding included Associated British Foods, up 12p at 330p.

strongly after hours — was caused by renewed hopes of lower West German rates.

Earlier this week the five German institutes saw no real growth between the second and third quarters and real growth of less than 2.5 per cent in the whole of 1986. The feeling is that, faced with such sluggishness, the Bundesbank, due to meet next Thursday, will cut the discount rate, fuelling hopes of lower base rates here.

There was early confusion for investors after another breakdown in the Stock Exchange price information service, and this resulted in a number of market-makers putting hundreds of rogue prices into the system.

This brought some wild fluctuations in prices. Many of them proved too fanciful and were quickly spotted, but some were close enough to fool even the experts. Fortunately, business was quiet enough for corrections to be quickly made.

By the close the FT 30-share index was 15.9 up at 1,286.3, while the lead on the FT-SE 100 was limited to 13.7 at 1,633.0, indicating that most of the turnover had been restricted to the leaders.

Among other blue chips ICI jumped 15p to 1070p. Hawker 18p to 435p after a seminar for fund managers in Edinburgh. Lucas 4p to 462p, Florma KIM 3p to 477p, Hanson 3p to

● Watch Wills Group, up 15p to 160p during the past couple of days. Highbury Investments, a little-known Australian concern, yesterday revealed a 6.02 per cent holding and James Capel, the broker, has also been buying. The company has just appointed County Securities, as its adviser, and other changes are in store.

Base 5p dearer at 740p after 745p. Becton up 7p to 420p with nearly 2 million shares traded. Glaxo up 10p to 905p. Rowntree Mackintosh up 11p to 421p and Wellcome 11p higher at 216p.

But the Post Office foray into the market gave a distorted view. Turnover elsewhere remained at a low ebb with the bulk of investors' money still tied up with the £5.6 billion British Gas flotation.

Late excitement in the gilt-edged market yesterday prices were moving ahead

edged as the leading Rank expert in the City.

Mr Harwood left Scott-Goff, the broker, two months ago.

The market is also looking for an early bid for Thermo Holdings, the USM-quoted manufacturer of toughened glass, where Mr David Abell's Suter has been building up a sizeable holding.



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ALPHA STOCKS									
These prices are as at 6.45pm									
1986	Price	Change	Volume	1986	Price	Change	Volume	1986	Price
High Low Company	510 315	..	14.5	4.2	14.5	1,200	11.7	174	Imp Chem Ind
363 283 Allied-Lyons	124 154	..	10.0	10.0	10.0	1,000	585 325	10.0	515 515
174 126 ASDA-MFI	278 285	..	9.8	3.5	18.8	5,400	591 912	10.0	357 362
491 381 BAT	455 458	..	18.4	4.0	11.9	1,600	348 276	10.0	328 328
572 448 Barclays	488 476	..	88.1	6.0	6.0	1,000	288 153	10.0	240 245
840 680 B&S	735 745	..	21.7	2.9	15.7	288	484 293	10.0	425 432
450 356 Becton	417 422	..	17.1	4.1	17.4	1,700	283 183	10.0	386 385
726 526 B&C	643 648	..	30.0	4.6	9.2	254	251 163	10.0	187 190
353 285 BOC	325 328	..	14.1	4.3	12.8	807	588 417	10.0	548 555
282 170 B&S	250 253	..	10.6	4.6	35.1	9,300	593 426	10.0	486 495
606 423 Br Aerospace	487 502	..	28.4	4.7	10.5	2,000	576 428	10.0	508 507
770 530 Br Telecom	682 687	..	40.2	7.1	7.5	3,300	245 182	10.0	188 178
190 95 Britoil	123 125	..	9.3	0.0	4.3	5,900	234 148	10.0	170 174
354 256 Burton	280 270	..	8.1	3.0	15.1	2,100	600 305	10.0	750 750
186 138 Cadbury Schweppes	177 180	..	7.2	2.2	17.6	2,700	587 345	10.0	844 848
326 257 Com Union	258 261	..	17.4	3.7	791 511	10.0	985 972
704 409 Davis Goldfields	568 573	..	35.0	5.2	19.1	758	967 782	10.0	807 812
830 258 Courtauld	325 328	..	42.5	5.0	22.1	1,100	426 344	10.0	410 414
536 314 Crompton	320 320	..	4.3	1.3	23.3	2,100	415 321	10.0	365 360
650 408 Florma	553 558	..	8.4	1.5	24.7	313	970 543	10.0	543 548
584 701 Gen Account	800 807	..	34.3	4.3	20.2	73	168 97	10.0	162 165
222 138 GEC	184 186	..	8.1	3.3	11.6	3,200	772 520	10.0	815 822
114 784 Hanson	800 810	..	20.0	2.5	18.8	1,800	814 794	10.0	735 735
452 323 Grand Mar	458 463	..	19.5	2.8	15.6	2,200	420 285	10.0	373 380
114 721 GUS VA	100 105	..	30.0	2.8	14.2	288	629 374	10.0	478 480
564 720 GPE	760 767	..	17.0	0.8	9.1	3,500	949 135	10.0	387 398
255 255 GPN	270 273	..	10.3	3.1	12.5	1,700	209 139	10.0	176 178
275 275 GSK	327 332	..	5.7	2.9	17.8	2,800	204 124	10.0	204 204
216 141 Hanson	199 201	..	5.7	2.9	17.8	2,800	209 216	10.0	230 232
628 403 Hawker Siddeley	422 428	..	21.4	4.8	9.8	1,500

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Jace Heister

3 1/2" high
3 1/2" high
WORLD, INC.
LIV.
25 p. and 10
240p. LAC.

TEMPUS

There are now 140 super showrooms compared with 83 at the end of 1985-86. Thirty more will be added by the end of the year. Each showroom costs about £100,000 to install, and the



By Edward Townsend, Industrial Correspondent

Mr Aread Vliegert vice president and general manager, European, African and Middle Eastern operations.

BET: **Mr Brian Thompson** is made chairman.

Time Products: **Mr Allan Blacher** becomes a director.

British Newspaper Printing Corporation: **Mr Alan Roe** is made chief executive.

RECENT	
EQUITIES	
Ayle Europe (250p)	232½ -6½
BCE (36p)	43 -1
Bankers' Arms Sndr (170p)	200 -10
Barrington Exhio (35p)	141 -1
Bliston/Battersee (103p)	142
Brake Bros (125p)	163
Citygrove (100p)	89 +2
Daniel Cas (730p)	155 +1
Easton Bus (190p)	100 -1
Great Southern (130p)	156 -1
Guthrie Corp (150p)	103 -1
Harrison (150p)	161
Interlink Express (185p)	208
Leasac Inc For Tax (14p)	5½ -1
Lloyds Chemist (105p)	132 +2
Lonx Metropolitn (145p)	172 +3
Mecca Leisure (130p)	150½ -1½
Miller & Sanshouse (105p)	176 +1
Penrith Indus (90p)	85 +1
Quatro (115p)	130
Rothanda (95p)	96

ISSUES	
Sandell Perkins (136p)	170-1
Scott Minge 100% #25	215
TSIS Group (100p)	70
Thames TV (190p)	500-4
Virgin (140p)	134-1/2
Whinnery Macleay (160p)	167-1/2
Wooltons Better (104p)	80
Ward Group (97p)	104
RIGHTS ISSUES	
Sticks Leisure N/P	9-1/2
The Arrow N/P	366
Sr. Benzol F/P	71
Cook Gwm N/P	10
Glanfield N/P	27
Norfolk Cap F/P	25
Pelerson F/P	60-1/2
Regellan N/P	2
Thing Sec N/P	3
Weddington N/P	13

(issue price in brackets).

RECENT ISSUES

Europe Europe (250p)	232½ - 6½
ACE (98p)	432½ - 1
Baker Harris Smith (170p)	200 +8
Blanchard Harris (35p)	141 - 1
Bliston & Buttersee (108p)	142
Brake Bros (125p)	163
Citygrove (100p)	90 +3
City & Co (150p)	155 +1
Gordon Russell (180p)	206
Great Southern (135p)	166 - 1
Guthrie Corp (150p)	106 - 1
Harrison (150p)	181
Intercontinental (185p)	308
Long Assoc Inv Ltd (141p)	6½ - ½
Lloyds Chemist (105p)	132 +2
Lonza Metropolitan (148p)	172 +3
Mecca Leisure (135p)	150½ - ½
Miller & Sanshouse (105p)	176 +1
North (150p)	90
Quanto (115p)	130
Rothmans (95p)	96

Sandell Perkins (35p)	170-1
Spot Mlgs 100% #25	215
TSB Group (100p)	76
Thames TV (190p)	500-4
Virgin (140p)	184-1/2
Whinnery Meatlry (160p)	187-1/4
Wooltons Better (104p)	85
Ward Group (97p)	10

RIGHTS ISSUES

Black's Leisure N/P	31
Blue Arrow F/P	386-2
Sr. Benzol F/P	71
Cook Cwm N/P	10
Glanfryn F/P	27
Norfolk Cap F/P	25
Petroleum F/P	60-4
Regellan N/P	2
Throg Sec N/P	3
Weddington N/P	13

(issue price in brackets).

MONEY MARKETS AND GOLD

**Base Rates &
Clearing Rates 11
Furnish House 10%**

**Discount Market Losses &
Weighted 11% 11 Low 10
Week Close 10%**

Treasury Bills (Discount %)

Buying	Selling
2 month 11% 2	month 10% 3
3 month 11% 3	month 10% 4

Prime Bank Bills (Discount %)

1 month 10% ¹ -10% ² 2 month 10% ¹ -10% ² 3	month 10% ¹ -10% ² 4
3 month 10% ¹ -10% ² 5 month 10% ¹ -10% ² 6	month 10% ¹ -10% ² 7

Trade Bills (Discount %)

1 month 11% 1% 2	month 11% 1% 3
3 month 11% 3	month 11% 4

Interbank %

Overnight open 10% close 11

Week 11% 10% 2 11% 11% 1% 3

1 month 11%¹-10%² 2 month 11%¹-10%² 3

3 month 11%¹-10%² 4 month 11%¹-10%² 5

Local Authority Deposits (%)

2 days 10% 7	days 10%
1 month 10% 3	month 11% 4
3 month 11% 5	month 11% 6

Local Authority Bonds (%)

1 month 11% 1% 2	month 11% 1% 3
3 month 11% 3	month 11% 4
6 month 11% 5	month 11% 6
9 month 11% 7	month 11% 8

Shorting CDs (%)

1 month 11% 1% 2	month 11% 1% 3
3 month 11% 3	month 11% 4
6 month 11% 5	month 11% 6
9 month 11% 7	month 11% 8

Dollar CDs (%)

1 month 6.00-5.95	3 month 6.00-5.95
6 month 6.00-5.95	9 month 6.00-5.95

EURO MONEY DEPOSITS %		
Dollar	call	6 1/2-5 1/4
7 days 8 1/2-5 3/4	1 month	6 1/2-5 1/4
1 month 6 1/2-5 1/4	3 month	6 1/2-5 1/4
French Franc	call	5 1/2-5 1/4
7 days 4 3/4-4 1/4	1 month	4 3/4-4 1/4
1 month 4 3/4-4 1/4	3 month	4 3/4-4 1/4
German Mark	call	7 1/2-7 1/8
7 days 7 1/2-7 1/8	1 month	7 1/2-7 1/8
1 month 6 1/2-6 1/4	3 month	6 1/2-6 1/4
Japanese Yen	call	15-16 1/4
7 days 9 1/2-9 1/4	1 month	22 1/2-22 1/4
1 month 9 1/2-9 1/4	3 month	22 1/2-22 1/4
Swiss Franc	call	4 1/2-4 3/8
7 days 4 1/2-4 3/8	1 month	4 1/2-4 3/8
1 month 4 1/2-4 3/8	3 month	4 1/2-4 3/8

GOLD		
Gold:\$382.00-\$382.50		
Krugersands (per ounce)		
\$67.00-\$67.00 (cash)	\$67.00	\$67.00
Krugersands (new):		
\$ 90.50-\$91.50 (cash)	\$90.50	\$91.50
S 477.95 (\$394.00)		
*Excludes VAT		

STERLING SPOT AND FORWARD RATES

DOLLAR SPOT RATES

Rates supplied by Barclays Bank PLC FX and Econ.

Month Starting	Open	High	Low	Close
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106.70	106.70	106.70	106.70	
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Case	Last Dealings	Last Declaration	For Settlement
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LONDON TRADER OPTIONS - 10-18-96 - 10-18-96 - 10-18-96[illegible]

36	1%	3	9
39	8	14	18
		22	22

GMT	LAST	BID	ASK	CLOSE	OPEN	HIGH	LOW	VOLUME	
1225	TSBN	82 1/4	82 1/4	83 0/0	81 1/4	81 1/4	82 1/4	80 0/0	1213524
1222	TSCO	402 0/0	402 0/0	402 0/0	402 0/0	405 0/0	400 0/0	703216	
1207	THN	458 0/0	458 0/0	462 0/0	460 0/0	455 0/0	462 0/0	455 0/0	132715
1221	TRAF	286.0	285.0	287 0/0	279.0	280.0	288.0	277.0	1106608
1217	TRST	165 0/0	163 0/0	165 0/0	164 0/0	164 0/0	166 0/0	163 0/0	1322196
1220	ULVR	912 0/0	910 0/0	920 0/0	905 0/0	882 0/0	930 0/0	882 0/0	299485
1209	UBIS	231 1/0	231 1/0	232 0/0	230 0/0	231 0/0	232 0/0	230 0/0	352338

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INTERNATIONAL MONEY MARKETS

INTERNATIONAL GOLD MARKETS

INTERNATIONAL OIL MARKETS

INTERNATIONAL BOND MARKETS

DOMESTIC MONEY MARKETS

INTERNATIONAL FUTURES MARKETS

INTERNATIONAL EQUITIES MARKETS

[illegible]

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- ★ Recreational Facility
- ★ Institutional Use
- ★ Hotel
- ★ Hi Tech science park / or film studios

In accordance with Westminster City
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Portfolio Gold

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No.	Company	Group	Gain or Loss
1	Blue Circle	Building/Roads	
2	MSI	Industrials L-R	
3	Surebly	Industrials S-Z	
4	Diapers Grp	Drapery/Stores	
5	Parade	Property	
6	Genetec	Electronics	
7	Genetec Serv	Industrials S-Z	
8	Andrich (Heavy)	Bank/Discount	
9	Bell Bros	Building/Roads	
10	UNI Records	Food	
11	Costes Bros	Chemicals/Phos	
12	Brattwhite Grp	Industrials A-D	
13	William D	Industrials A-D	
14	Freemich Hldgs	Industrials L-R	
15	Park Foods	Food	
16	Heath	Drapery/Stores	
17	Year 21	Property	
18	Euromid	Building/Roads	
19	Most Bros	Drapery/Stores	
20	Amersham	Chemicals/Phos	
21	Carbo Eng	Industrials A-D	
22	System Design	Electronics	
23	Morgan Crucible	Industrials L-R	
24	SA Breweries	Breweries	
25	Beckham	Industrials A-D	
26	Besser Foods	Food	
27	Archile	Building/Roads	
28	Smart (J)	Building/Roads	
29	Morley Int	Property	
30	Barror Ltd	Industrials A-D	
31	Siepe	Industrials S-Z	
32	Thorn EMI	Electronics	
33	Land Securities	Property	
34	Raffie	Industrials E-K	
35	Crown House	Industrials A-D	
36	Casta Virella	Drapery/Stores	
37	Apricot Computers	Electronics	
38	Alfred Irish	Bank/Discount	
39	Bluebird Coal	Food	
40	Whitman Reeve	Industrials S-Z	
41	Peatless	Industrials L-R	
42	De La Rue	Industrials A-D	
43	Country & New	Property	

© Times Newspapers Ltd. Daily Total

Please take account of any minus signs

Weekly Dividend

Please make a note of your daily totals for the weekly dividend of £8,000 in Saturday's newspaper.

MON TUE WED THU FRI SAT

BRITISH FUNDS

High Low Stock Price Change %

SHORTS (Under Five Years)

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STOCK EXCHANGE PRICES

Equities rally

ACCOUNT DAYS: Dealings began on Monday. Dealings end December 5. Contango day December 8. Settlement day December 15. Forward bargains are permitted on two previous business days.

Where stocks have only one price quoted, these are middle prices taken daily at 5pm. Yield, change and P/E ratio are calculated on the middle price

High	Low	Company	Price	Change	Yield	P/E
100	99	Blue Circle	100	+1	4.5	15
100	99	MSI	100	+1	4.5	15
100	99	Surebly	100	+1	4.5	15
100	99	Diapers Grp	100	+1	4.5	15
100	99	Parade	100	+1	4.5	15
100	99	Genetec	100	+1	4.5	15
100	99	Genetec Serv	100	+1	4.5	15
100	99	Andrich (Heavy)	100	+1	4.5	15
100	99	Bell Bros	100	+1	4.5	15
100	99	UNI Records	100	+1	4.5	15
100	99	Costes Bros	100	+1	4.5	15
100	99	Brattwhite Grp	100	+1	4.5	15
100	99	William D	100	+1	4.5	15
100	99	Freemich Hldgs	100	+1	4.5	15
100	99	Park Foods	100	+1	4.5	15
100	99	Heath	100	+1	4.5	15
100	99	Year 21	100	+1	4.5	15
100	99	Euromid	100	+1	4.5	15
100	99	Most Bros	100	+1	4.5	15
100	99	Amersham	100	+1	4.5	15
100	99	Carbo Eng	100	+1	4.5	15
100	99	System Design	100	+1	4.5	15
100	99	Morgan Crucible	100	+1	4.5	15
100	99	SA Breweries	100	+1	4.5	15
100	99	Beckham	100	+1	4.5	15
100	99	Besser Foods	100	+1	4.5	15
100	99	Archile	100	+1	4.5	15
100	99	Smart (J)	100	+1	4.5	15
100	99	Morley Int	100	+1	4.5	15
100	99	Barror Ltd	100	+1	4.5	15
100	99	Siepe	100	+1	4.5	15
100	99	Thorn EMI	100	+1	4.5	15
100	99	Land Securities	100	+1	4.5	15
100	99	Raffie	100	+1	4.5	15
100	99	Crown House	100	+1	4.5	15
100	99	Casta Virella	100	+1	4.5	15
100	99	Apricot Computers	100	+1	4.5	15
100	99	Alfred Irish	100	+1	4.5	15
100	99	Bluebird Coal	100	+1	4.5	15
100	99	Whitman Reeve	100	+1	4.5	15
100	99	Peatless	100	+1	4.5	15
100	99	De La Rue	100	+1	4.5	15
100	99	Country & New	100	+1	4.5	15

BREWERIES						
High	Low	Company	Price	Change	Yield	P/E
100	99	Blue Circle	100	+1	4.5	15
100	99	MSI	100	+1	4.5	15
100	99	Surebly	100	+1	4.5	15
100	99	Diapers Grp	100	+1	4.5	15
100	99	Parade	100	+1	4.5	15
100	99	Genetec	100	+1	4.5	15
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100	99	Whitman Reeve	100	+1	4.5	15
100	99	Peatless	100	+1	4.5	15
100	99	De La Rue	100	+1	4.5	15
100	99	Country & New	100	+1	4.5	15

BUILDINGS AND ROADS						
High	Low	Company	Price	Change	Yield	P/E
100	99	Blue Circle	100	+1	4.5	15
100	99	MSI	100	+1	4.5	15
100	99	Surebly	100	+1	4.5	15
100	99	Diapers Grp	100	+1	4.5	15
100	99	Parade	100	+1	4.5	15
100	99	Genetec	100	+1	4.5	15
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100	99	Casta Virella	100	+1	4.5	15
100	99	Apricot Computers	100	+1	4.5	15
100	99	Alfred Irish	100	+1	4.5	15
100	99	Bluebird Coal	100	+1	4.5	15

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On course for an export bonanza

The exhibition, Export '86, opens at the Barbican from next Tuesday. Britain is well-placed to win back power and influence as a leader of world commerce

British industry and commerce today faces the best opportunity for many decades to increase its share of world trade. Despite the gloomy prognostications of many economic observers, British goods abroad have become increasingly competitive. So long as there is no let-up in the battle to control cost and improve quality, the British should be on course for an export bonanza.

This is the conclusion of Sir James Clegg, former president of the Confederation of British Industry and now chairman of the British Overseas Trade Board, the Government's spearhead organization in the campaign to return Britain to a more respectable position in the table of global traders.

Sir James took over as chairman in July after a year of remarkable improvement in UK export business. Overseas sales were up by 11 per cent in value and six per cent in volume in 1985 to reach a record total of £78 billion. The increase in Britain's exports was greater than the growth in world

Exporting companies, says Sir James, are recording much greater increases than non-exporters - with a rise of 15 per cent in the last year not unusual. He adds: "I go along with the CBI line that a lot of companies are exposing themselves to trouble because their cost increases are not matching their productivity rises. But many firms are doing what the Government and the CBI wants and are still not winning export markets."

Sir James says that at least the Government is recognizing the value of the BOTB by giving a small rise in the overall level of spending over the next two years. The organization has a budget this year of just over £27 million.

In 1984-85, the board was able to recoup more funds from customer companies, which enabled it to maintain the spending level despite, in real terms, a diminished budget. Grants available to companies attending overseas trade fairs or export missions have been cut for those on their second or third visits to a particular country. Those taking part in exhibitions, for example, will have to pay 40 per cent of the BOTB's estimated direct costs if they are first-time visitors, rising to 55 per cent for second-time exhibitors and 75 per cent for others.

Those taking part in missions will face similar restrictions. A visit to Hong Kong on a BOTB-approved mission, for example, will qualify each individual to a £250 contribution to travel costs on the first three occasions, falling to £260 on the fourth visit.

"There was a squawk when this was instituted," comments Sir James, "with some companies saying that fairs and promotions were the most useful things we did but the reductions made their attendance difficult. However, it doesn't seem to reduce substantially the number of people taking part."

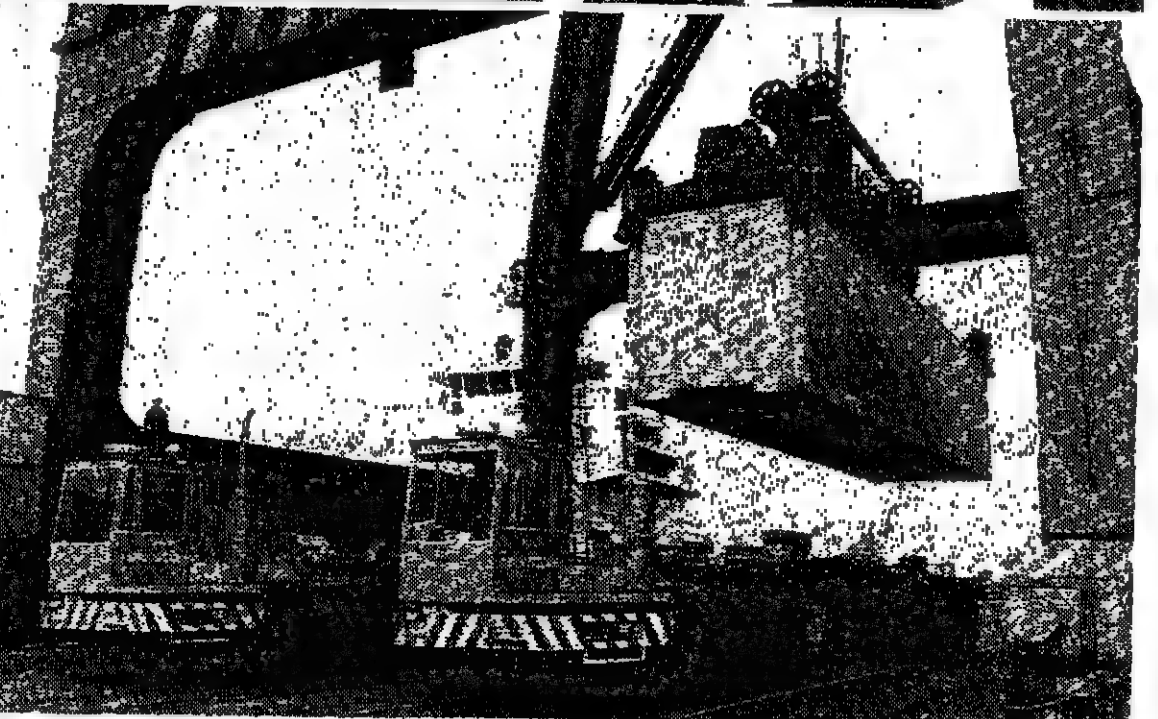
In its bid to spend money more effectively, the BOTB is concentrating more on small-business entrepreneurs who, believes Sir James, need only a little prodding to get them to become exporters.

A report from the board's small-firms committee, covering enterprises with up to 200 employees, shows that no more than a third of the small exporting companies are accounting for 80 per cent of the sector's total export turnover.

"The other two-thirds work on the basis of getting overseas orders when they feel like it. If we could get these companies to become determined exporters, we could increase the country's export revenue by £5 billion."

At long last, too, the BOTB is entering the computer age, via a three-year programme designed to give companies a faster and more up-to-date service, covering the BOTB's operations, the Export Intelligence Service and the results of information gathered by Foreign Office staff abroad.

Edward Townsend
Industrial Correspondent



All part of the trade equation: top, container packages are loaded at Gatwick airport; below left, Sir James Clegg, the British Overseas Trade Board chairman, rings a bell for business with Harvey Tordoff from a Yorkshire firm exhibiting at a Chicago machine tool trade show; right, members of a sales team from China show their planes at Farnborough this year, and bottom, special tractor units transport containers between quayside cranes and container terminals

First buy your Arab dictionary

Nearly 7,000 British companies will have participated in 292 trade fairs in 39 countries by the end of this year. What do they expect to gain from such activities which, despite assistance from the British Overseas Trade Board, can be costly and time-consuming?

The ultimate aim is to sell more goods or services. Bringing many prospective buyers together under one roof can be cost-effective in enabling sales representatives to contact many more customers than if they had to fix appointments and travel to see each one individually.

But in many industries where trade fairs proliferate - aerospace, defence equipment, specialized medical supplies, effluent and water treatment - the decision to buy is a complex, long-term process.

Here the exhibitor's main target will be to influence and persuade; effectiveness will be measured by the number of contacts rather than orders.

Rotunda, a Manchester-based company which makes PVC insulating tape and similar products, for instance, attracted 1,500 visitors to its stand at the Elexen '86 exhibition in Hong Kong earlier this year.

But the company, which is cited by the Institute of Marketing as an example of a comparatively small company that has achieved success in overseas marketing, found the trip valuable mainly because it helped identify new sales opportunities in China and yielded introductions to potential agents in other Far East countries.

A stand at an international exhibition should be much more than a one-way sales pitch. Handled correctly, it can also provide a listening post, firstly for gathering first-hand intelligence about the market-place; second, for gauging customers' attitudes to the product.

Peter Cotterell, managing director of Unibrand Training, a company which runs training courses for exhibition organizers and participants, says: "I believe that exhibitions are one of the best ways of researching a potential overseas market at ground level."

Mr Cotterell, who has taken his own medicine by exhibiting at next week's Export '86, adds that the opportunities for instant feedback give exhibitors the edge over other forms of promotion like advertising, direct mail or public relations.

Exploiting this advantage, however, requires the staff who are manning the stand to be prepared to ask visitors questions like "Are you currently buying X?" or "Have you ever used our X?" or

"What type of X are you currently buying?"

This in turn requires not only some training in research techniques but at least a smattering of the language of the country in which the exhibition is being held.

It is no accident that Rotunda, which has developed a £11.2 million turnover, of which overseas business represents 22 per cent since its buy-out from BICC in January 1982, employs export sales staff who are linguists.

An inability to speak foreign languages is one of the reasons why UK companies are less enthusiastic about participating in international exhibitions than their Continental and Far Eastern counterparts.

There are many horror stories about exhibitors who have made expensive mistakes. Mr Cotterell's favourite concerns a stand promoting washing powder at an exhibition in the Middle East. This featured a photographic sequence which, from left to right, showed dirty

Kudos as well as commercial action is part of the show

washing, the washing being processed and a pile of clean linen. It took several days before the exhibitors realized that their Arabic-speaking visitors (who read from right to left) interpreted the product as one which turned clean washing dirty.

Information gleaned from exhibitions can be put to good advantage not only in launching new products but also in tailoring product development. Rotunda, for example, has developed new products so effectively that about 18 per cent of last year's sales were in products that did not exist before the buy-out.

For some products and some industries, participation in international exhibitions may be important for reasons of status and image.

A useful booklet* published by the Incorporated Society of British Advertisers points out that the way a company is viewed by existing customers and contacts can be improved by effective presence at an exhibition.

The Farnborough Air Show is one good example of a "soft sell" exhibition specifically designed to influence a small number of key customers. But the big established international exhibitions for all trades include an element of kudos as well as commercial action.

Patricia Tisdall

* Guide for Exhibitors, available from the Incorporated Society of British Advertisers Ltd, 44 Hertford Street, London W1T 8AE.

Without export insurance you could be heading for a fall.

Running an export business without export insurance is like paddling down the river without a map; you just never know what lies ahead.

Take non-payment for example. One bad debt can cause havoc with your cashflow and turn the tide on profits.

The non-payment of, say, a £20,000 contract could erode the profits on a much larger piece of business. All that work wasted when the £20,000 could have been covered for as little as £80.

In such an unpredictable trading environment, the cost of ECGD insurance seems a small price to pay compared to the damage caused by a bad debt.

ECGD is used by 4 out of every 5 companies who insure their export sales, and can tailor a competitively priced package to suit your individual needs.

Before you set off down the river, speak to your local ECGD Regional Director. He could save you from having to bale yourself out.

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EXPORT '86

The International Trade & Services
Exhibition & Conference
Barbican Exhibition Centre
Blue Hall
2-4 December, 1986

- Supported by the British Overseas Trade Board
- Over 150 exhibitors displaying products and services for every area of the export operation
- Comprehensive seminar and workshop programme covering a multitude of export topics
- The only major UK exhibition to include foreign trade organisations and chambers of commerce

EXHIBITOR PROFILE

- Finance and Insurance
- Freight, Couriers, Customs and Packaging
- Government, Chamber and Institute Support
- International Trading Opportunities
- International Marketing
- Travel, Transport and Accommodation
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VISITOR PROFILE

Managing directors, senior managers and executives responsible for:

- Marketing
- Finance
- Sales
- Transport
- Administration
- Training

Entry to the exhibition is complimentary and visitors can register on arrival. The seminar fee is £15 plus VAT per morning or afternoon session, registration on arrival. Further details from the organisers, Queensdale Exhibitions and Conferences Ltd, Blenheim House, 137 Blenheim Crescent, London W11 2EQ. Telephone 01-727 1929.

NOT ONLY NOMADS!

Exporters too can find it difficult to broaden knowledge by attending training courses. Time and location are often hurdles but distance learning could scale these barriers.

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INTERNATIONAL TRADE/2

Now the banks begin to listen

Providing funds to back British exporters might sound like a large and lucrative field for banks. It is surprising, therefore, to discover that it is an area grossly under-exploited by the banks, with business declining.

Long-term export finance is probably declining faster than any other sector of the market. This is a notoriously difficult area to predict. All it takes is a single big project financing to boost the figures for one year far above those for the previous year.

But more than ever, project finance tends to be undertaken by multilateral aid agencies or by widely-spread syndicates, leaving little "churny" business for any particular bank. One project finance specialist says: "The banks are increasingly being forced out, though they may always come back if the circumstances change."

The biggest changes have been in the shorter-term financing - those of up to two years. The biggest event here is the withdrawal of the Export Credit Guarantee Department from the field by the end of next year.

The ECGD's withdrawal is understandable in view of the sharp drop in the popularity of its services. In 1984 it supplied £42 million in short-term export financing, but only £16 million this year - a fall of 60 per cent.

Although the rates of interest it offered were highly competitive, particularly for smaller companies, its products simply did not suit changing markets. To begin with, large companies can now frequently finance themselves even below ECGD rates.

Just as important has been the switch of exporting volume away from Third World buyers to Europe and the US. The political and economic stability of these countries make ECGD credit insurance policies somewhat superfluous and exporters felt they were paying high premiums for nothing.

The result is that ECGD provides financing and credit guarantees for a mere 10 per cent of exports to the growing European and US markets.

That should have provided a great opportunity for the banks, particularly the clearing banks which have close client relationships with so many British exporters. So far, they have been slow to take up the challenge.

"As ECGD loses the business, no one else picks it up," says Celia Ratty, manager of special financial services at

National Westminster. "Companies tend to fund their exports just as they would if they were selling in the home market. A lot of it is done on overdraft. The companies also tend to take the credit risk themselves."

The clearing banks are now waking up to the possibilities. National Westminster has launched a whole range of schemes under the curious title "Export Ease", following a move by Midland some months ago to provide more streamlined finance. Barclays is also launching a new export scheme.

The NatWest package is probably the most comprehensive in the new generation of export finance and insurance products. It not only includes credit insurance schemes to large and small exporters but factoring and forfeiting services.

The idea is that if you are offering one product to an exporter, why not make a little more money by offering several which he is likely to need? There are eight schemes in the NatWest package.

One effect of the withdrawal of ECGD is that a more commercial attitude prevails.

More commercial attitude prevails

"ECGD found that many claims by exporters were a result of the under-performance of the exporters," says John Groom of NatWest.

He explains that the new-style schemes were not designed to teach exporters how to export. "They must show us that they can do it already."

One example of this attitude is a new rigour with which credit insurance policies are treated. Unless a company has performed to the letter of its contract it cannot claim on its policy. That means banks take a sterner attitude to the way exporters perform before providing finance.

As the banks' risk has grown, so have their charges. The smaller companies are likely to be the first to feel this.

Does the greater commercialism and vigilance of the banks make export finance services harder to get? "It should not be harder to find finance," Mr Groom insists. "In the end, if an exporter has a good idea and knows what he is doing, he will get the finance."

Richard Thomson
Banking Correspondent

FOCUS

As we move ahead to the top of the world league tables

Britain's invisible lifeboat

Invisible exports are taking over from oil as the lifeboat keeping Britain afloat in the world economy. While the trade deficit in manufactured goods widens monthly, the surplus on services and other invisibles is growing.

Lord Limerick, chairman of the British Invisible Exports Council, is confident that Britain will soon take over from the United States at the top of the world league table of invisible exporters.

"In this table the UK has for many years earned the largest surplus in the world after the US," he says. "Latterly, escalating costs of overseas borrowing have eroded the US surplus so that Britain is likely to have the No. 1 position this year or next."

By invisible exports we mean the earnings from overseas of banking, insurance, the City, the shipping industry and tourism.

In addition, earnings on investments overseas add to Britain's invisible surplus, as do transfers from abroad to Britain such as refunds from the European Community budget.

So far this year Britain's balance of payments on current account has been in surplus by £429 million, and the invisible account has been in surplus by £7,314 million.

Next year, according to the Treasury's latest forecast, the invisible surplus will total £9.0 billion, within a current account which is in deficit by £1.5 billion.

Clearly, without the growing contribution of invisible exports, the balance of payments would be in dire straits. And yet there is, apparently, no limit to the ability of the invisible exporters to do better.

The City has achieved a huge increase in its net overseas earnings. Last year, these were £7.6 billion, compared with £6.6 billion in 1984 and just £2 billion in 1980.

The Big Bang changes in the City of London, despite current difficulties, are expected to underline the City's position as the dominant financial centre in Europe.

Lord Limerick says: "We are already leaders with 25 per

cent in value of international banking transactions, ahead of the United States with 15 per cent. The turnover in London's foreign exchange market averages \$90 billion daily, half as much again as in New York. We attract the largest share, around 20 per cent, of the available world insurance premiums."

Within the City, insurance is the biggest net overseas earner. Lloyd's and the overseas portfolio earnings of the insurance companies generated an overseas surplus of £3.3 billion last year. In 1980, these earnings were less than

totalled £1.15 billion.

"Overseas earnings of British consultants have increased substantially in recent years," says the BIEC, "despite increasingly aggressive competition from consultants in other countries."

"Some of these competitors are able to offer financial 'bait' as a means of securing follow-on orders for contractors, suppliers and manufacturers, to compete with the acknowledged commercial independence, worldwide experience and integrity of British consultants."

Invisible exports, like trade

Limerick has pointed out.

"However competitive our invisibles remain - and we predict they will - no foreseeable growth in the services sector can compensate for the eventual loss of our oil surplus, let alone the total foreign exchange requirement for importing our domestic energy consumption when the North Sea really runs dry."

"Nor can any foreseeable rate of growth in employment in services, where extra jobs will be numbered in tens of thousands rather than in millions, compensate for the jobs which have been lost in manufacturing industry."

"We remain convinced that the way forward for the economy is to maximize our trade in both visible and invisible by building on strengths and tackling weaknesses."

At the meeting of representatives of the General Agreement on Tariffs and Trade in Punta del Este, Uruguay, in September, it was agreed that the next GATT round of trade reductions will involve services.

With the Big Bang the City has removed its trade barriers to the outside world. The results will not be clear for some time, but the response of the major financial groupings of the world in coming to the City in a big way gives cause for optimism.

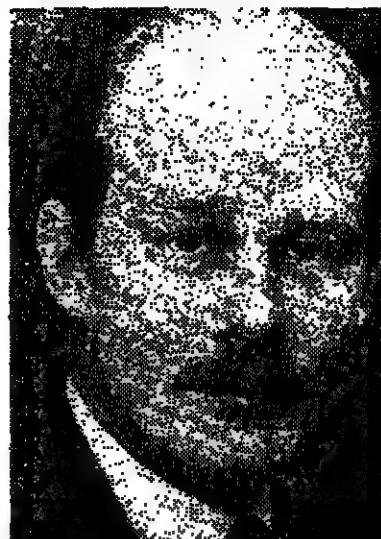
In other areas, Britain would hope to gain from the worldwide liberalization of services. Within Europe, there are moves to ease exchange controls to allow freer movement of capital and the British insurance industry can expect to gain substantially from the opening up of Germany's insurance market.

The Chancellor of the Exchequer, Nigel Lawson, has said that the opening up of the European market will offer major opportunities for Britain's financial sector.

"The City already has unparalleled expertise in financial services," he said earlier this month. "And greater liberalization of Europe's capital markets will open up more doors for it to sell that expertise abroad."

David Smith

Economics Correspondent



Lord Limerick
Chairman of the
British Invisible
Exports Council

6 We are already the leaders with 25 per cent in value of international banking transactions, ahead of America

£1 billion.

For the insurance companies, as well as pension funds and other financial institutions, the removal of exchange controls in 1979 provided an opportunity for a rapid build-up in overseas investment by British institutions.

Direct investments by British companies overseas are worth £80 billion, and investment in shares more than £100 billion.

One area of invisible exports, usually ignored but emphasized by the British Invisible Exports Council in its annual report published earlier this month, is consultancy services. British engineers, and management and economic consultants remain strongly in demand. Last year, consultancy earnings overseas

in goods, are often affected by unhelpful external factors. Thus, Britain's net earnings on the travel account were hit earlier this year by the decision of large numbers of Americans to avoid Europe as a holiday destination after the bombing of Libya.

But invisible earnings are also affected by the exchange rate and the performance of British manufacturing. The fall in sterling this year, notably against the Deutschmark and most other European currencies, will have the effect of providing a substantial boost to invisible earnings during the next two or three years.

But it is a mistake to regard the performance of services as divorced from that of manufacturing industry, as Lord

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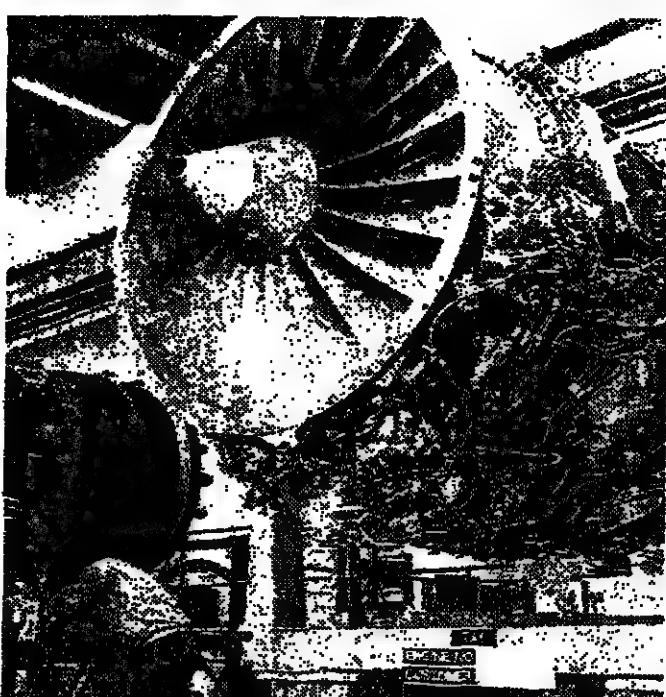
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P R E S S F O R A C T I O N



Payment in kind: A taste of the wine that made up the order for John Walker, Jeremy Wheeler and Alick Macaskill of MF Industrial; and right, a Rolls-Royce engine that can be paid for in dollars or, sometimes, oil

Pulling the cork in the barter game

Employees of a company which recently sold \$1 million worth of earth-moving equipment to Tunisia will be celebrating Christmas with a bottle of something red that could truly be described as "cheeky" or even "a little impertinent".

They work for MF Industrial, the British subsidiary of a Canadian company with offices in Manchester, Coventry and London.

The wine arrived as part of one of the more unusual barter trade deals in which some companies have to become involved to keep up export sales in the world's poorer countries.

MF Industrial was forced

into a barter arrangement to win the order for 60 earth-moving machines, agreeing to take 6,000 tonnes of fertilizer. At the last minute, it was found that the fertilizer was worth \$20,000 less than the agreed value of the contract.

Companies in the barter trade business do not normally mind having to take fertilizer in exchange for their products. It is an internationally-traded commodity and, therefore, is easily disposed of through the barter trade departments which all major banks have based in the City.

But in this case the Tunisians did not have enough fertilizer to meet the shortfall. Their unusual suggestion was that the 12,000 bottles of

rather potent red plonk they had on the dockside in Tunisia would be worth the difference — at £1.75p a bottle the sums added up.

Back in Britain the company did not really want to get involved. After all, it didn't have a drinks licence and in the wine bars of London, Coventry or Manchester the customers aren't exactly fighting to catch the waiter's eye for a bottle of Tunisian souvenier.

The company got round the problem by selling the wine to its employees. Its export sales director, Jeremy Wheeler, while admitting that the company is not normally in favour of barter trade, said: "It is a way of creating a demand for our products and is satisfac-

tory when there is no other way of doing that."

But there are many companies which embrace barter trading with much more enthusiasm. Many have found it the only real way of breaking into markets in the Eastern bloc or

Creating demand for products

Africa, where hard currency is now almost impossible to obtain.

At most Opec meetings in Geneva or Vienna there is at least one trader who is there to make sure that the capital goods needed by some of the member countries are avail-

able in exchange for oil, or that the oil can be traded on to the spot market at a satisfactory price.

There is more than one Arab with a Burberry look-alike trench coat in his wardrobe which was actually made in Poland and paid for in oil.

Most barter trade deals are, of course, much more sophisticated. Rolls-Royce production lines at Derby will remain busy because the Boeing 747s ordered by Saudi Arabia, specifically with British engines, will be paid for in dollars.

British Aerospace won its biggest order because it was prepared to take payment from Saudi in oil rather than cash. The aircraft makers have long

realized that to do business in certain areas they have to barter and companies such as Boeing and British Aerospace have their own barter trade experts.

They find a way of placing the goods they have acquired in a market which is eager to pay the best price and compensate the original manufacturer of the goods involved.

Thus, Brazilian leather shoes have been used to pay for Italian pasta, which in turn has been used to pay for Soviet oil, which in turn has been used to pay for medical supplies for western African countries, which have paid in phosphates.

David Young

Better service is top priority

Priorities are changing at the Export Credits Guarantee Department, the Government office which provides insurance against non-payment by buyers.

The emphasis now, says Jack Gill, its chief executive, is to speed up the provision of services and to greatly improve the efficiency of routine business.

During the past year, against a backdrop of a volatile oil price and mounting Third World debt problems, the ECGD has tried to attract a higher proportion of lower risk business while sharpening its marketing and customer service.

Founded in 1919, it is the world's oldest official export credit insurer and provides cover for 23 per cent of non-oil exports from Britain. It also is administrator of the subsidized interest rate export finance which cost the Government £401 million last year.

In theory, over a number of years, the ECGD is supposed to break even on its insurance business. But last year, although there was an improvement in the underlying trading operations, the department paid out £697.5 million in claims, compared with premium income of £175.5 million.

Once again the shortfall had to be met by borrowing from the Exchequer, bringing the ECGD's loans from the Consolidated Fund to £756.2 million.

Poland, Nigeria and Brazil have been the main drains on resources.

However, a harder-nosed

approach to risk evaluation and higher premiums for the most uncertain business mean Mr Gill is confident that liabilities incurred since 1983 should, on present trends, pay their way.

Most important for customers, is the ECGD's new commitment to service.

Companies should already be benefiting from the recent computerization of details of claims which has created an extensive database of previous defaults and payouts.

With the improved claims database, it should prove more efficient to automatically accept the buyer unless a computer search reveals some past problem. Whereas less than 20 per cent of applications used to be dealt with within 24 hours, ECGD is now aiming to deal with nearly half within that time.

A close watch will be kept on the new regime, which started just three weeks ago, and it may be extended to other countries.

A number of other services are also being reviewed. On the export finance side of the business, the guarantee of short-term export credit given by banks to exporters is being phased out and is now only available for credits of more than two years. The OECD consensus rates stipulate what the minimum interest rates can be for subsidized export finance and then the ECGD guarantees the loan.

This year greater effort will be put into recovering more of the money paid out in claims. Last year, recoveries fell from £327 million to £173 million and more resources are to be put into improving this figure.

Teresa Poole

The right advice on export

Membership of a trade association, business organization or professional institute can pay dividends for anyone contemplating exporting for the first time.

Although the British Overseas Trade Board will help with researching the market in broad terms, the best source of detailed practical guidance will come from a company in a similar product area which is already trading in the prospective country of export.

Participation in trade missions organized by the big chambers of commerce is an excellent way of making contact with airlines, banks and other services.

The London Chamber of

Commerce, for instance, sent 18 trade missions to 21 countries last year. In addition, of the 34,000 inquiries it received 24,000 were for business contacts and trade opportunities, followed by nearly 6,000 about UK and overseas government regulations; 5,000 were about trade and business names and 1,500 were requests for statistics.

Birmingham, which with 4,500 member companies is the second largest chamber, organized 14 trade missions and helped with the same number of joint-venture projects and overseas exhibitions last year.

Among the facilities offered by the Confederation of Brit-

ish Industry to exporters are six "talking points" seminars on the right environment for growth; government support for exporting companies; education and training; market research and planning; innovation and the mechanics of exporting.

The Institute of Marketing is also a useful source of advice about exporting. During the past 12 months it has been running a series of nine marketing seminars in conjunction with the BOTB, which began in conjunction with Export '85 last November and will culminate with this year's exhibition.

Ian Griffith, the institute's director of marketing, has been telling these meetings: "It is essential to define your export objectives clearly and make sure they are consistent with overall strategic objectives; use market research; visit markets personally; and, in the beginning, concentrate your efforts on one or two markets."

In addition to an adviser who deals specifically with questions about export, the Institute of Directors now has a new "on-line" information service. At a cost of between £20 and £40 this will, for instance, provide brief details of individual European companies and lists of companies whose activities meet specific criteria.

With so much advice available, the first-time exporter does not have to "go it alone". But "the company must be committed to an export strategy at boardroom level", advises John Wilson, director-general of the Institute of Export.

● **Contacts:** Association of British Chambers of Commerce, Sovereign House, 212A Shaftesbury Avenue, London WC2H 8EW, (01-240 5831). Confederation of British Industry, Centre Point, 103 New Oxford Street, London WC1A 1DU, (01-379 7400). The Institute of Export, 64 Clifton Street, London EC2A 4HB, (01-247 9812). Institute of Directors, 116 Pall Mall, London SW1Y 5ED, (01-839 1333). Institute of Marketing, Moor Hall, Cookham, Maidenhead, Berkshire SL6 9QH, (Bourne End 24922).

Patricia Tisdall

HELP FOR EXPORTERS

The British Overseas Trade Board provides advice, information and financial assistance to existing and potential British exporters. Our services are available to large and small companies in the capital and consumer goods industries and to firms in the service sector.

Market advice

- Free market information and advice
- Statistics and Market Intelligence Library
- Product Data Store
- Export Marketing Research Scheme
- World Aid Section

Getting into the market

- Export Representative Service
- Overseas Status Report Service
- Export Intelligence Service
- Trade Fairs Overseas
- Overseas Seminars
- Store Promotions
- Inward Missions
- Outward Missions

Specialist advice and help

- Tariffs and regulations
- Technical requirements (Technical Help to Exporters)
- Export paperwork (SITPRO — Simplification of International Trade Procedures Board)
- Help with major project business

Further information and advice on any of these facilities is available from your BOTB Regional Office — or visit us on Stand 126/127 at EXPORT '86, The Barbican.

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Telex 297124

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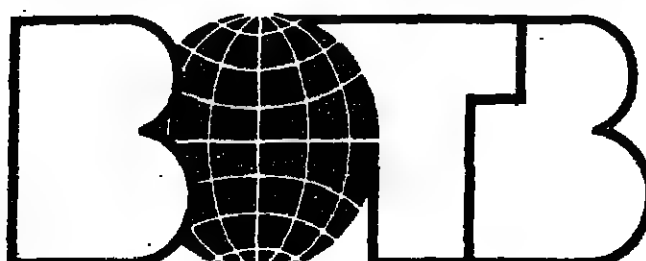
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Telephone Cardiff (0222) 825097
Telex 498228

Scottish Export Office
Industry Department
for Scotland
Alhambra House
45 Waterloo Street
Glasgow G2 6AT
Telephone 041-248 2855
Telex 777883

Industrial Development Board for Northern Ireland
IDB House
64 Chichester Street
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...EXPORTING BECOMES AN EVEN BIGGER GAMBLE

GENERAL APPOINTMENTS

NOVEMBER 27 1986

When Neil Armstrong landed on the moon 17 years ago, there were no digital watches, no home-video cassette recorders and no pocket calculators. Neither were there any microprocessors, nor virtually any of today's applications of laser technology, fibre optics and biotechnology. Such is the revolution we are living through.

Since 1969 a generation has been born and now populates our schools. To arm this microchip generation we have put 100,000 microcomputers into the schools and spent £23 million on developing 2,000 software teaching programmes.

To tackle the shortage of computer scientists and electronic engineers we created an extra 5,000 places on higher education courses over the three years up to last year. Another 5,000 will be added by the end of the decade.

But change extends far beyond the use of IT and the confines of the traditional education system. There are other new technologies, such as biotechnology, and new materials, processes, regulations and standards and new working methods.

No part of the labour market

into which our graduates and school-leavers enter can be immune if it wants to survive. It is as true for agriculture as it is for engineering. It applies to the shop-floor and to the boardroom.

And the pace of change is faster. It took a century for the advances of the first industrial revolution to spread around the globe. It now takes a decade at most. It means continuing education and training is now a fact of working life. Our industrial competitors realize it and so must we.

Our colleges, polytechnics and universities are now rising to this challenge. Through new adult training initiatives they are helping employees to keep their skills sharp and to boost the efficiency and effectiveness of the firms they work for. What we are talking about is PICKUP — training for profit.

PICKUP stands for professional, industrial and commercial updating. It is our programme to help colleges, polytechnics and universities increase and improve training and updating for working adults. After four years it is showing solid achievement in the amount of adult training provided for employees.

Growth nationally is now about 11 per cent. Where colleges, polytechnics and universities have made a major commitment to

Last year, 38 of Britain's polytechnics and major colleges made £10 million through the PICKUP adult training scheme. Here Kenneth Baker advises go-head companies who are seeking long-term profits: 'PICKUP or pack-up'

PICKUP, average annual growth is 40 per cent.

Thirty eight of our polytechnics and major colleges are turning over more than £100,000 a year from PICKUP training. The five leaders have turnovers in excess of £500,000 a year and at least one will leap the £1 million mark this year. Together, the 38 made more than £10 million and taught nearly 3 million student hours last year.

We are not subsidizing training, we are investing a change. PICKUP does not pay for "courses", it works as a catalyst, identifying key areas where action is needed and is likely to pay off in terms of increased performance.

This includes the development of new teaching methods and materials in areas such as robotics and mid-career updating for en-

gineers. Sixty projects have been set up so far.

It means helping groups of colleges to work together in a team approach to training, to provide easier access for firms, better marketing and a wider range of training. There are now 20 of these PICKUP consortia.

We have paid for the appointment of development officers — in the regions, in most of our universities and, soon, in virtually all our education authorities. These PICKUP missionaries have brought some remarkable conversions. One London college last year increased its PICKUP hours from 3,000 to 14,000.

A major staff development programme has been launched to keep college teachers up to date in their subjects and in the skills they now need to bring learning to



working adults. Courses cover marketing skills and priority areas such as advanced manufacturing technology, new materials science and computer-aided design.

PICKUP has also helped colleges in market research and in developing lasting links with firms. More than 350 local collaborative projects now involve 2,500 firms and 300 colleges, polytechnics and universities — about half the nation's total.

The rewards can be great. A college in Humberside earned £100,000 in one year through training for the offshore industry thanks to such a project.

The programme is also helping employers directly. A comprehensive guide to sources of funding for adult training — *Paying for Training* — was published four months ago. Already it is in its second reprint and a second edition will appear next spring.

Another report — *A Partnership in Learning* — was commissioned from the Institute of Personnel Management. It looks at 127 college-company collaborations around the country and comes up with the key issues that lead to successful training partnerships.

PICKUP has also produced a national directory of short courses and training opportunities. Available on microfiche, floppy disk and Prestel, it now contains 6,000 entries.

Employers bear the responsibility for training their employees. The test is whether they will pay for it. Therefore, we expect colleges and universities themselves to adopt a business-like approach. We are providing funds on this understanding.

In putting further money into PICKUP I am asking colleges to do three things:

Produce strategic plans. Set targets against which performance can be monitored. Plough back the surpluses earned

from successful training into further developments.

We are now moving in the right direction — but not fast enough. On current national trends we would produce only a threefold increase in PICKUP by the mid-1990s. My target is more ambitious. I want to see a fivefold increase in the next five years — by 1992.

To this end, spending on PICKUP next year will double from this year's \$6 million to £12.25 million. In particular, this will include funding aimed at the higher education colleges and polytechnics on the one hand, and at the universities on the other.

Britain's training record must improve. At stake are better living standards and an improved quality of life. That is the message for individuals. For firms, innovation and training are now directly linked to competitiveness and long-term profitability. The message for them is "PICKUP or pack-up".

For more information about PICKUP, contact: Adult Training Promotions Unit, Room 2/14, Department of Education and Science, Elizabeth House, York Road, London SE1 7PH (01-934 0839/9896).

Kenneth Baker is Secretary of State for Education and Science.

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Design Engineers up to £14,000

With at least two years post graduate design experience on relevant circuit designs.

Opportunities also exist for Engineers with digital, software or test engineering experience and sales or support staff.

Please telephone Les Thompson on Stevenage 312311 or write to him with full details of your career and qualifications, Marconi Instruments Ltd, Six Hills Way, Stevenage, Herts SG1 2EN.

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AirPlus Contractor Services

New Business Charge Card Company

The AirPlus Company Limited is a new company with a new product, the AirPlus charge card for business travellers. After an intensive nine month study, 13 major European airlines have formed the company to launch the AirPlus card, which will provide corporate business expense services relating to air travel, car hire, hotel and restaurant charges.

The Company will appoint four Contractor Services staff to co-ordinate all the operational requirements of the AirPlus Charge Card Programme with the participating airlines. The appointees' first priority will be to assist in setting up the card operations, interfacing with each airline's operating staff to solve problems, provide advice, and give support. To do this they will be liaising constantly with the airlines' commercial and DF departments. The jobs require candidates with well developed interpersonal and organisational skills, and with previous experience of dealing with contractors in a card business. Successful applicants are therefore likely to have a good educational background, be in their mid to late 20's, with the desire to travel in Europe and some knowledge of other European languages.

The new company is likely to be located west of London, and is offering extremely competitive remuneration packages to suitably qualified candidates.

If you are interested please reply immediately in confidence giving concise career, personal and salary details and quoting Ref. 503 to:

Michelle Widdell,
Arthur Young Corporate Resourcing,
Chiswell House, 5-11 Foster Lane,
London EC4A 3DB.



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For a start, you must possess a very good degree and have performed with distinction throughout your academic career. You must also have proven analytical skills and, ideally, we would like to see some evidence of a commercial track record.

If you think you qualify, we'd like to hear from you. Please write to: Lynn Hopping, Morgan Stanley International, 1 Undershaft, London EC3P 3BH.

MORGAN STANLEY INTERNATIONAL

PERSONNEL MANAGERS NATIONAL OPERATIONS c £15,000 pa + Car

Otis Elevator plc, which is a subsidiary of United Technologies Corporation, is the UK and world leader in the elevator business.

Otis is recognised not only for its high quality products but equally for the service it provides to its customers through a UK national branch network.

Employing over 3,000 people, the Company is highly decentralised with a strong emphasis on profit-centred management at Branch level. The success of the business is dependent upon the continuing capability of its people, more particularly the Installation and Service Engineers.

We are looking for two Personnel Managers with a well-developed business acumen to provide a pro-active service for the UK and the London based Head Office. The emphasis of the job will be employee relations in a unionised environment, human resources, communications and the development of people. The successful candidates will be of graduate level, aged under 30 years and results-orientated, with a record of personal driven achievement across all aspects of the personnel function. It is essential that considerable personal growth potential could be demonstrated. Career opportunities within Otis International and UTC are excellent.

The positions are based in London but extensive travel will be necessary. Relocation assistance will be offered if necessary.

Please send full C.V. to:
John Harnden, Personnel Manager,
Otis Elevator plc, 41/50 Clapham Road, London SW9 6JZ.

OTIS

COMMERCIAL DIRECTOR Rural East Midlands

c. £20,000 + quality car + substantial package

Our client, a well established, profitable and privately owned nationwide express parcel carrier, has embarked upon a major reorganisation and expansion, thus creating an exceptional career opportunity for an experienced distribution professional capable of joining a Board level management team.

The successful applicant will be challenged to improve already good results through increased efficiency and productivity and a balanced traffic mix.

His/her experience should demonstrate effective man management and the ability to enhance operational efficiency in the parcel industry sector. Preferred age range 30-40. Ref. 10841.

GENERAL MANAGER

Kent and London

In excess of £20,000 + quality car

Our client, an associate of Australia's largest bus and coach company, has just acquired two established operations in South East England. A new fleet of luxury coaches is on order and plans are being laid for expansion into underdeveloped markets.

This new enterprise presents an exciting opportunity for a talented all rounder with a sound grounding in marketing, financial planning and man management.

The ability to design and successfully implement a profitable business development programme capitalising on experience in travel or in another challenging environment should justify promotion to Chief Executive within two years.

The successful applicant will probably be aged between 35-40, of graduate calibre and unafraid of the marketing challenges involved in building a new business aimed at a sophisticated international client base. Ref. 11847.

Please telephone or write to: Joanne Wileman quoting reference.

TPL Management Resourcing Ltd
64 North Street, Guildford, Surrey GU1 4AH
Tel: 0483 502525.

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Hay works with over 600 clients in the UK - and many times that number in 26 other countries. Our Organisation and Management Development Consultants help to identify and measure talent in client organisations and sharpen the capabilities of managers, professional and technical specialists in meeting organisational changes and linking these capabilities to company objectives.

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Please write with c.v. to: Colin Bexon, ref. A.15938, Hay Management Consultants, 52 Grosvenor Gardens, London, SW1W 0AW.

HayGroup

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for
Clark Whitehill & Co
Chartered Accountants

As the Insolvency Practice is newly created in 1986, the attraction of this appointment is the scope it offers for making a real contribution to the development of services, including investigations, liquidations, receiverships and business advice. For a capable and experienced insolvency specialist currently at manager level in a recognised insolvency practice there is the opportunity of working closely with the Head of a specialist team. As a national firm in the top twenty, Clark Whitehill has a progressive outlook towards the importance of top quality services embracing audit, tax, corporate finance, management consultancy. The environment is stimulating and offers first class potential where ability is encouraged and rewarded.

Candidates, preferably qualified, must possess the technical abilities necessary to fulfil this role. Based at the firm's London office in Holborn.

Salary negotiable from £20,000 + car.
Please write initially with a CV to Laurence Bapth at
Clark Whitehill & Co
25 New Street Square, London, EC4A 3LN.
01-353 1577



PROJECTS EXECUTIVE GODALMING, SURREY SALARY: c.£12K

WWF - the leading International Conservation Organisation seeks an Executive within their Marketing Department to develop a programme of projects for funding.

You should be 25-35, have at least two years' working experience within, or extensive knowledge of, the UK conservation movement and possibly an environmental sciences qualification. The post calls for good communication and presentation skills together with the ability to express yourself articulately both verbally and in writing.

A commercial sense is required in order to appreciate the FR & Marketing considerations of fundraising for conservation through business sponsorship.

The salary package includes 4 weeks' paid holiday and a contributory pension scheme.

If you are self-motivated, well organised and respond well to pressure, please send your full c.v. to:

Mrs V.C. Burbridge Panda House
Godalming Surrey GU7 1QU.

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Because of the complex problems of today's society the Police have an increasing need for highly qualified men and women.

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You may apply if you are a graduate, or in the final year of any full-time degree course. You must normally be under 30 years of age and meet the physical requirements.

To discover more about a Police career, and salary levels, contact your Careers Adviser or send in this coupon. But don't delay. Final closing date for applications is 16th January 1987.

To: Sgt. Andrew Jones, BSc., Room 333, Home Office, Queen Anne's Gate, London SW1W 6ET. Please send me your booklet on Careers for Graduates in the Police.

Name: _____ Age: _____
Address: _____
University/Police College: _____
3b Degree Course: _____ Ends: _____

POLICE OFFICER

Marine vacancies in the Middle East

FW Management Operations Limited, a member of the Foster Wheeler Group of Companies, has the following vacancies for Marine Personnel to work at major oil terminals which handle crude oil and petroleum products.

Marine Managers

Candidates should be qualified to degree level in marine or chemical engineering and be competent in planning, developing and applying effective management systems.

At least twelve years' experience in a marine supervisory or management position is required, including seven years spent in an oil refinery marine terminal. Candidates should have a working knowledge of terminal operations, product transfer, metering documentation and computerised loading systems.

Marine Supervisors

Candidates should be qualified to at least ONC standard and have a working knowledge of marine oil terminal operations including international marine regulations.

At least four years' experience in a marine oil terminal is required, two of which should have been at the level of foreman. Candidates should be familiar with computerised loading systems, metering documentation and metering systems.

Please write with full CV to: Mrs B. Jones,
F.W. MANAGEMENT OPERATIONS LTD.
Foster Wheeler House, Station Road, Reading, Berkshire RG1 1LX.
Tel No: Reading (0734) 502121.

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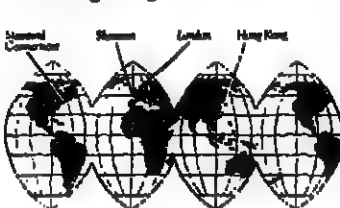
The principal business of GPA Group is the world-wide leasing and trading of a portfolio of commercial jet aircraft with a current value of approximately \$1 billion. The company plans to quadruple this portfolio by the early 1990s.

GPA SHAREHOLDERS

GPA's shareholders and joint venture partners include major European, Japanese and North American airlines, aerospace manufacturers, trading companies and financial institutions. GPA's management and staff are also significant shareholders.

GPA LOCATIONS

GPA's headquarters are located at Shannon, Ireland and the company has marketing subsidiaries in London, Stamford (Connecticut) and Hong Kong.



THE PEOPLE WE NEED

GPA now plans to add a number of young professionals to its existing team to help meet the demands of its expansion plans and to provide for future senior management positions. There are job openings in each of GPA's four principal divisions - marketing, financial, legal and technical, as well as within our recently formed joint venture companies.

For these positions, GPA seeks enthusiastic and hard working people in their mid to late twenties who have a good honours degree or an equivalent qualification in accountancy/finance, business administration, engineering or law, together with significant post qualification achievement in business, the professions or the public service. There may also be some opportunities for exceptionally qualified younger applicants with limited experience.

GPA would also like to hear from more mature people in the 30-40 age group who have appropriate professional qualifications and substantial relevant experience, particularly in capital equipment marketing, the structuring of complex financial projects or investment banking.

Most of the positions are Shannon based but there will be opportunities to work in overseas offices.

Success in GPA's sophisticated and competitive global industry requires a very high level of personal commitment together with intellectual ability and physical resilience. GPA's business also requires extensive world-wide travel and the ability to deal with complex matters under considerable pressure.

GPA offers excellent employment conditions, including performance related bonuses and an opportunity to acquire a shareholding. However, while material rewards can be substantial, GPA's real offer is a unique opportunity to become part of the company's leadership in the 1990s.

If you are confident that you have the talent, maturity and motivation to contribute to GPA's future success please write confidentially and comprehensively (including a detailed C.V.) to:

Mr. Liam Barrett,
Company Secretary,
GPA Group Limited, GPA House,
Shannon, Co. Clare, Ireland.

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Bahrain c. £22,000
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Developing the quality systems behind a leading light in consumer finance

Negotiable salary + banking benefits

Our client has a vacancy for a Senior Accountant. Applicants aged between 25-35 must be qualified to ICMA, C.A. or C.A.C.A. with 5 years' industrial experience, preferably with a major oil company.

In addition, candidates should have broad experience in Financial and Management Accounting and have had direct involvement in systems development. They should also be fully conversant with personal computers and associated software.

STRONG INDUSTRIAL & COSTING EXPERIENCE IS ESSENTIAL
In return we offer two year renewable

contracts, free furnished accommodation and salaries paid home leave, free primary schooling in Company School with generous assistance towards secondary education for eligible children and excellent recreational facilities.

Please forward full CVs to our Consultant, Peter Munn, Moxon, Dolphin & Kerby Ltd, 178-202 Great Portland Street, London W1N 6JJ. Tel: 01-631 4411. Quoting ref. 3295.

will prove invaluable. Essentially pragmatic, you will combine technical expertise with the creative drive that produces results on time, every time. To lead a small team of QA Professionals, you must have the interpersonal skills to inspire others and help create a quality-conscious environment throughout the organisation. This is a demanding, high profile post offering unparalleled career prospects in the rapidly expanding, progressive and practical QA specialists. The salary package is highly motivating, and large company benefits include low cost loan and mortgage facilities, non-contributory pension scheme, private life insurance and health care.

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Reporting to the directors and liaising closely with technical staff this key role is responsible for the administration of the purchasing and sales function, stock control and office organization. This will involve liaising with the factory dealing with shipping, and general problem solving.

Candidates will be numerous, able to work on their own initiative, aged (30-46) with relevant experience. Contact: Kate Wood or David Bash on 01 387 5498, Financial Selection Services, Dryden House, Gordon Street, London, WC1H 0AN.

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For a leading Egyptian Construction Company with a strong financial background, located in Cairo.

We specialize in industrial construction (Electrical Power Substations, Warehouses, Factories, Silos, Steel Structures, Office Buildings) with a construction volume of 15-20 million US Dollars per annum and a work force of 300 employees.

The position requires an extensive construction background (min 20 years) including Management experience and working knowledge of Middle East Environment. Strong organizational skills to ensure better performance and a management of the company (scheduling, cost control, quality improvements) are essential.

Candidate will work directly under President and Vice President. Car and Apartment provided.

Please apply with CV and requested salary to:

Mr N Sawiris
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169 Piccadilly
LONDON W1V 9DD

BY Dec 10

Selected candidates to be interviewed in London on Dec 15.

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We are now looking for Regional Sales Directors who will:

- ★ Enjoy excellent career prospects
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We expect you to have proven experience in selling, be a self-motivator and not be afraid of hard work and long hours. You will have the backing of a full marketing programme, a computer-based administration team and, in addition to selling yourself, be responsible for the recruiting, training and managing of a team of sales agents selling a concept which is new, exciting, in the leisure field, well researched with bank trustees and of enormous potential in the UK and internationally.

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For further details please contact:

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Tel: 01 491 3611.

The Queen's University of Belfast POSTDOCTORAL RESEARCH ASSISTANT CELLULAR IMMUNOLOGY

Multiple Sclerosis Research Laboratory
Department of Pathology (RVI)

This position is funded by Action MS for a period of three years initially. Investigate immunological functions in the human CNS. The successful applicant will contribute to an extensive programme of research into the aetiology and pathogenesis of MS, and will be expected to collaborate with other members of a team, involved in histopathology, molecular biology and electron microscopy. Applicants should preferably have experience in cellular immunology, including tissue culture. (Please quote ref. 96/D).

Salary range: £10,022 - £10,888, placing dependent upon age and experience.

Applicants, quoting ref. 96/D, should submit curriculum vitae including the names and addresses to two referees to the Personnel Officer, The Queen's University of Belfast, Belfast BT7 1NN, Northern Ireland.

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Our Client is a rapidly expanding financial organisation with vacancies in their Systems & Operations Department. This Department actively supports the setting up of strategic procedural standards and automation systems in their branches spread across various countries around the world.

We are looking for articulate, seasoned professional bankers, who have several years' operational experience and user liaison ability for development and implementation of systems. Exposure to large DP systems is desirable. A flexible mind, a cosmopolitan outlook and proven communication skills are essential. An AIB or graduate degree would be preferred.

The prospects of growth and stability of the Department are exceptional and the scope of applications is truly unlimited. If you feel confident that you can meet the challenge, please send a comprehensive CV stating the present salary drawn, in confidence to Fiona Fellows, Ogilvy & Mather Focus, Chancery House, Chancery Lane, London WC2A 1QU.

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With initiative and energy required to assist with the opening of our newest office in Kennington. Minimum 1 year's experience. Car owner essential. For more details of this exciting opportunity, contact:

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Start 1st or 8th December?

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Work is during weekday office hours only & you do not need your own car or phone.

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You will be directly responsible to the Editor, Wales, News and Current Affairs for running the Unit that produces Wales Today and almost all BBC Wales' English language television news output.

You will need a solid background in broadcasting, sound editorial judgement, a comprehensive knowledge of Wales and a proven track record in TV production and team leadership.

If that's you, let us know.
Salary £16,775 - £21,784** according to qualifications and experience. (Ref. 1327/1)

To take charge of the editorial output from Mansfield - at the heart of Nottinghamshire's main mining community, and an important part of Radio Nottingham's area.

You will handle news and off-diary items and, on occasion, prepare and produce news bulletins, interview, report and newscast from Nottingham. Public relations work for the station will be involved as will evening and weekend work.

In addition to at least 3 years' journalistic experience, you should be familiar with broadcasting techniques and studio equipment operation - although training can be given. Good microphone voice and current driving licence are essential. Knowledge of our transmission area is desirable and you must be prepared to live close to the studio. (Ref. 2946/1)

Relocation expenses considered.

Plus allowance of £1,020 p.a.
Contact us immediately for application form (quote appropriate ref. and enclose s.a.e.) BBC Appointments, London W1A 1AA.
Tel: 01-927 5799.

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Business Systems Sales Executive

West London c£35K OTE + car

Our client provides a unique range of proven integrated business software implemented on stand-alone PCs, in local area networks, Xenix and on the HP 3000 series of minicomputers. With full upward compatibility and a wide range of easy-to-use options, the products have a ready appeal and the business enjoys vigorous growth.

To complement the existing hardware and software expertise, it is required to appoint a sales executive to co-ordinate the marketing effort and to open and close sales. The successful candidate will have a demonstrable track record of IT sales and will combine energy and enterprise with the highest standards of business integrity. Earnings have no upper limit and the commission rate increases once target sales have been met. Reference 12/52.

Desk-Top Publishing Consultant (Sales)

Also required is a consultant experienced in electronic publishing to spearhead the company's entry into the exciting field of desk-top publishing. The remuneration package is entirely negotiable. Reference 12/53.

For either position, please send CV to:

AGB Executive

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London and the Home Counties

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The company offers a comprehensive range of applications software running on their own well-proven hardware with strong maintenance and customer support backup. This high level of professionalism has already ensured an impressive and expanding user base.

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BBN Communications UK Ltd. is a subsidiary of BBN Communications Corporation (a United States-based corporation), a world leader in the design, manufacture, installation and operation of packet-switched data communications networks. We now have a position available for a Field Engineer in the London area:

FIELD ENGINEER

Responsibilities for this position will involve the installation and maintenance of our complete line of data communications equipment in Europe. You must have a capability for analyzing, evaluating and diagnosing complex equipment problems in a minimal period of time. The preferred candidate will have technical school training or equivalent military training and several years of experience. Excellent working knowledge of test equipment and troubleshooting techniques is also required.

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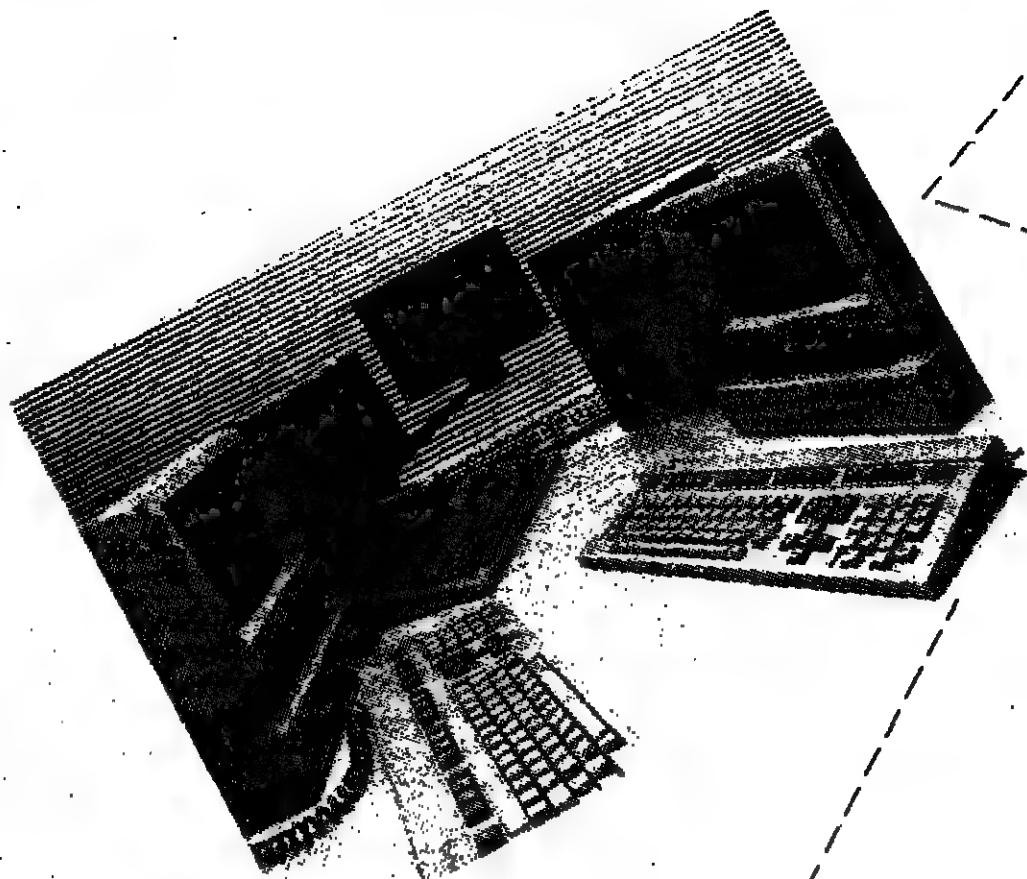
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DP PROFESSIONALS

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But none of this would be achievable without our support operation. Founded on

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Telecoms/Co-existence Specialists — City — £20-30k

With an appreciation of protocol and communication architectures particularly in complex networking or database applications. Experience within vertical markets of Banking/Finance/Insurance would be an advantage.

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With 3-5 years' DBMS experience in design, implementation, data modelling, and administration in both hierarchical and relational databases. Must be strong technically and demonstrate true leadership qualities. Banking/Finance/Insurance experience is desirable.

Technical Product Consultants — West London — £20-30k

Will suit senior DP professionals with expertise in communications/co-existence, networking and database. All positions carry major account responsibility requiring around 7 years' technical and business management experience.

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For up-front involvement in pre and post-sales activity. Posts require individuals of stature who are technically strong and communicate effectively with senior management. Previous customer skills are less important than technical ability.

Senior and Junior Analysts — London + Regions — £15-20k

Vacancies in London, Birmingham, Manchester, Leeds and Edinburgh, for those with user experience of application design and system installation techniques. Most positions demand Wang VS experience although knowledge of other mini or mainframe environments may be considered. Interpersonal skills are highly desirable for key accounts' support.

These new positions reflect our commitment to future growth and development within the broad area of support and will appeal to people with a computer science background and relevant experience in a support environment. Salaries will reflect your skill and experience and all packages include a company car, private medical plan, pension, free life assurance and a stock purchase scheme.

To apply for any of the above positions, please send full career details, quoting appropriate vacancy, to Alan Gane, Wang (UK) Limited, 1000 Great West Road, Brentford, Middlesex TW8 9HL, or telephone 01-847 1954 (24-hour service) for an application form.

WANG

DEVELOP MANAGEMENT POTENTIAL

Milton Keynes c.£18,000 + car

In order to maintain and build upon the Abbey National's position as a market leader, we need managers with the skills and expertise to meet the challenges created by new legislation, increased competition and new technology.

As a member of the Senior Management team you will play a key role in planning our human resources, ensuring that management capability is assessed and developed to its full potential.

Managing a team of 10 professionals and

specialists, you will plan and control projects including the research, design and operation of development and assessment programmes, career counselling and resource planning using computer modelling techniques.

Ideally professionally qualified, you will have at least 7 years' experience in a personnel environment together with proven staff management ability. Excellent interpersonal skills coupled with tact and diplomacy are essential.

The competitive salary is accompanied by the range of benefits to be expected of a large financial institution, together with a company car and relocation assistance where appropriate.

Please telephone Barbara Miles on Milton Keynes 691122 ext 3173 for an application package. Abbey National Building Society, Abbey House, 201 Grafton Gate East, Milton Keynes, Bucks MK9 1AN.



ENTRÉE TO A MAJOR MERCHANT BANK

Young High Flier from Merchant Banking, Consultancy, Law, Accountancy or Government

The Merchant Banking Group is a leading name among the Accepting Houses and has major international operations. It is being reshaped to become an investment bank, focusing on carefully selected niches in world markets.

As Assistant to a Group Managing Director you would carry through projects which would contribute to the global strategy and management of the Group. In doing this you would be working with the central top management. There is a high degree of delegation and scope for creative thinking. The role provides an excellent opportunity for accelerated progression with the individual having a considerable say in the next career step.

You need to have a first class honours degree, be in your late 20's and have had some years' experience in merchant banking, a high class professional firm or in Government Service. Attractive conditions of service include a high base salary, bonus, mortgage assistance, non-contributory pension, motor car and other banking benefits.

Please write to me, Terence Hart Dyke, Consultant to the Bank.

Business Development Consultants (International) Ltd, 63 Mansell Street, London E1 6AN.



Operational Audit

Central London based circa £12K

Inland Communications, the largest division of British Telecom, markets a broad spectrum of telecommunications products and services through a national network of 30 districts.

The H.Q. Quality Directorate now requires two Operational Auditors.

The successful applicants will join a team responsible for the investigation of work practices throughout Inland Communications, with particular emphasis on quality of customer service. This will entail extensive travel throughout the UK, interviewing management and staff, and producing reports on findings for presentation to senior management.

To qualify, you must be a graduate with at least two years' relevant experience in a large organisation. Familiarity with operational audit or efficiency studies would be a distinct advantage. Well-developed interpersonal skills are essential, in order to communicate and gain acceptance at all levels. Finally, you must demonstrate sound business acumen, an ability to present ideas clearly in report format, and a positive problem-solving mentality.

Please apply, in confidence, quoting reference 274/4TT to Bernadette Laffey at Charles Barker MS1, 30 Farringdon Street, London EC4A 4EA. Tel: 01-634 1143.

British
TELECOM

Training and Development Manager

S.E. Essex

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Are you ready to be Number One?

Our client is the market leader in its field employing c.1,200 people across a network of bases throughout the UK.

The business is continuing to grow rapidly and this new job has been created to identify developmental needs amongst management, design and implement appropriate programmes and evaluate their effectiveness in meeting the needs. Training activity will include man management, selling and interpersonal skills and financial/commercial understanding.

The aim of the role is to commit line managers to training and development and provide them with the tools to manage it themselves.

Candidates, aged 27-35, must have at least three years' training and development experience ideally in a service industry. A strong personality and sense of humour are essential to fit with a highly professional, results orientated, yet informal and pragmatic management style.

Negotiated salary, fully expensed car, relocation if required and other benefits reflect the importance of this appointment.

Please ring or write quoting ref. 1729M to Mark Tullit: **COURTENAY PERSONNEL LTD.** Management Selection and Personnel Consultants, 5 Hanover Square, London W1R 9RD. Tel. 01-491 4014.

THE SOCIETY OF WEST END THEATRE

THEATRICAL MANAGEMENT ASSOCIATION

A vacancy has arisen in our Secretariat and applications are invited from Solicitors with experience of contract and employment law.

We are a theatrical trade association representing members both in the West End of London and Provinces. The post will involve advising Members generally, minuting meetings and drafting agreements.

In addition to a competitive salary the Company offers a pension scheme, free medical insurance and season ticket loan.

Applications with full C.V. by 8th December to:

The Secretary, West End Theatre Managers Ltd, Bedford Chambers, Piazza, Covent Garden, London WC2E 8HQ.

SURMA PUBLISHING COMPANY LTD

Is an established Bengali publishing group based in East London. In the line of improvement/expansion it offers the following two posts.

EXPERIENCED BENGALI JOURNALIST/ARTIST:

£7.50 per hr: 30 hrs. Minimum two years experience with Bengali language paper. Ability to draw, design, sketch, etc posters etc. Write articles, interviews. Minimum qualification: METRIC standard.

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£6.00 per hr: 30 hrs. MINIMUM one year experience with Bengali paper. Ability to type Bengali text. Minimum qualification METRIC standard. Expected to type letters, reports, articles etc. in Bengali. Proof-read, paste-up and general newspaper office work.

For further information, details and application form contact:-

T. AHMED, 40 WESSEX STREET, LONDON E2 0LB. Tel: 01 981 5571 or 01 981 0134. Closing date 15th December 1986.

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URGENTLY REQUIRES SALES ASSISTANT

22 years plus and driver preferred. Experience and character references necessary. Salary negotiable plus interesting prospects.

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GENERAL APPOINTMENTS

CJA

RECRUITMENT CONSULTANTS
35 New Broad Street, London EC2M 1NH
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374 Fax No. 01-256 8501

A pioneering role with early opportunity to build and lead a quality sales team. Prospects, as General Manager, of spearheading Continental entry programme in 1-2 years.

CJA

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CITY £30,000-£42,000 + CAR
SUCCESSFUL U.S. SECURITIES INFORMATION SYSTEMS HOUSE WITH ADVANCED LAUNCH PLANS - SUBSIDIARY OF U.S. \$2 BILLION COMMUNICATIONS MULTI-NATIONAL

For this new appointment, we seek a seasoned financial services sales executive, aged 28-35. We require at least 2 years' proven record in the conversion of financial information service concepts into substantial sales. A comprehensive understanding of financial markets, leading institutions and stockbrokers and their trading priorities is essential together with established senior level contacts. Reporting to the Managing Director, the successful candidate will be directly responsible for all aspects of the initial launch and the subsequent leadership and control of all sales and support activities. The ability to define prospects, and successfully conclude sales is vital plus commercial acumen, management skills and the ability to meet objectives with minimum supervision. Initial remuneration, high basic salary plus results related bonus, negotiable £30,000-£42,000, car, non-contributory pension, free life assurance and private health cover. Applications in strict confidence under reference SCSE444977 to the Managing Director, CJA.

Challenging new appointment spearheading established team, raising the profile and scope of the Publications Department.

CJRA

PUBLICATIONS SERVICES MANAGER

CITY TO £25,000 + CAR
LEADING FIRM OF STOCKBROKERS

We invite applications from individuals who are likely to be graduates or equivalent, who have had at least 5 years' experience in the publishing/printing field, coupled with a knowledge of the financial services industry. The successful candidate, who will report to a Director, will have overall responsibility for managing an efficient cost-effective in-house Publications Department, ensuring consistently high standards of design and presentation of research and other material. The objective is to provide a fast, high-quality service to meet internal demands in a changing corporate structure, plus liaison with external printing service suppliers to ensure cost-effective delivery against tight deadlines. Specifically, these responsibilities will include: the further development, motivation and recruitment of specialist personnel; financial and budgetary control and advising on the update of office equipment. Essential qualities are strong managerial and organisational skills, the ability to motivate staff, an outgoing but diplomatic personality and an interest in, and knowledge of, modern office technology. Initial salary to £25,000, plus performance-related bonus, car, mortgage subsidy, pension scheme, free life assurance and private medical insurance, and interest-free season ticket loan. Applications in strict confidence under reference PSM18498/77 will be forwarded unopened to our client, unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager, CJRA.

35 NEW BROAD STREET, LONDON EC2M 1NH. TELEPHONE: 01-588 3588 OR 01-588 3576. TELEX: 887374. FAX: 01-256 8501.

ORGANISATIONS REQUIRING ASSISTANCE ON RECRUITMENT: PLEASE TELEPHONE 01-628 7530.

WHAT DO SENIOR EXECUTIVES OVER 35 DO WHEN THEY REALISE THEY'RE UNEMPLOYED?

Gamble on finding another job quickly? Look through all the job ads? It's hardly surprising that people fail to achieve their true potential.

At Chusid Lander we believe that, whether you're out of work, facing redundancy or feel you should be doing better, the last thing you need is just another job.

We are a group of specialist career consultants who, for the past thirty years have been helping senior executives earning in excess of £20,000 p.a. find their true potential and realise their objectives for the future.

We've helped people change their lives and we know we can do the same for you.

For a confidential personal assessment without obligation, telephone or write to: The Administrator, Ref. H/11/2, Chusid Lander, 35/37 Abney Street, London W8P 5AF enclosing a brief career summary.

LONDON 01-588 6777 **MANCHESTER** 061-228 0089
BIRMINGHAM 021-643 6162 **NOTTINGHAM** 0949 37911
BRISTOL 0272 22363 **GLASGOW** 041-332 1502
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ALEXANDER HOWDEN

Management in Insurance

Circa £15,000
Mid 20's

Alexander Howden, one of the largest Insurance Brokers in the world, is looking to strengthen its existing, highly professional Management team.

In order to qualify for our Management Trainee Scheme you need to demonstrate ambition, enthusiasm and genuine management potential. While experience in the Insurance Industry would be advantageous it is more important that you can prove to us your ability to motivate and manage a team of people within an administrative environment.

During your initial period of training we will equip you thoroughly with all the technical and managerial expertise you will need to be a success in the challenging insurance industry.

We offer an attractive benefits package including Non-Contributory Pension Scheme, Life Assurance and BUPA.

Please apply in writing to:- Miss J. Harding, Personnel Manager, Howden Management & Data Services Limited, Personnel Department, 6, Devonshire Square, London EC2M 4PL

AMBITIOUS SALES EXECUTIVES

CIM - Computer-integrated Manufacturing Systems
OTE £37,000 plus CAR

Based at Walton-on-Thames, Enfield, Bristol, Leicester & Manchester

Kewill Systems Plc is a market leader in computer-based manufacturing systems having installed more systems in the UK than any other supplier. Formed in 1972 the company has experienced a ten-fold growth over the last five years and joined the USM last year. To prepare the way for further rapid expansion, the company wishes to recruit outstanding sales executives to sell its range of products.

- * MICROSS Manufacturing System (for microcomputer and Local Area Networks)
- * MICROSS CAD/CAM
- * MICROSS 8000 (Manufacturing and Financial Control System for DEC VAX minis)
- * MICROSS Field Service Management
- * MICROSS Plant Maintenance Management
- * Consultancy and Training Services

Ideally candidates will be graduates, aged 25-40, with a successful track record in selling solutions in a computing or industrial environment.

TELEPHONE TODAY
Kevin Overstall - 0932 246328
or write giving brief career details

Ashley House,
20-22 Church Street,
Walton-on-Thames,
Surrey KT12 2QS.

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systems**

CONSUMER FINANCE

The busy Credit Control Department of a leading merchant bank offers an interesting opportunity to candidates aged 23+.

The successful applicant will be O/A level educated with substantial experience of modern computer-based credit control systems gained within a finance house or bank.

Salary c.£8,000 p.a. + excellent banking benefits including low cost mortgage.

Please telephone or send c.v. to Peter Handford, Personnel Officer,

HS

HILL SAMUEL PERSONAL FINANCE LIMITED,
6 Greencoat Place, London SW1P 1PL.
Telephone: 01-828 5241.

SPOT TRADER

A number of our clients, major International Banks, are currently seeking Spot traders with a minimum of three years experience gained trading major currencies.

MARKETING OFFICER

International Bank seeks a Marketing Officer aged 28-35 with a minimum of 5 years experience. Applicants must have a proven track record of marketing to UK Corporate Clients dealing with project, property and aircraft finance. A.I.B. is preferred.

SETTLEMENTS MANAGER

US Investment Bank intending to establish a UK Stock Exchange Division requires a highly motivated individual with several years experience.

CREDIT ANALYST

European Bank seeks a Credit Analyst with a minimum of two years experience. Candidates should be in their early to mid 20's, have good communication skills and thorough analytical approach. Prospects for career advancement are excellent.

Please contact
Catherine Verr on 01-621 1948
or write to her at
18 Road Lane, London EC3M 5AP
BRUNEL BANKING

Management Development

in a climate of innovation and change
Northern Home Counties c.£17,000+car

Our client is the service division of a major market leader. The company is undergoing major organisation and cultural change with the aim of improving business performance and profitability, by strengthening management talent and effectiveness at all levels.

The recruitment of a Management Development Manager is seen as crucial to achieving these aims. There is total commitment to the function from the top downwards and this role will make a major contribution to success of the business.

He/she will work very closely with line managers, both identifying their needs and developing programmes to improve their leadership and people handling skills. There is considerable scope to use individual initiative and creativity.

This job will appeal to individuals with at least three years development/training experience in a market-orientated, fast moving environment. Multi-site exposure would be ideal. Candidates should be resilient self starters who can operate happily in a demanding and assertive management style.

Please contact Teresa Glover, quoting reference 1816T
or write to her at
COURTENAY PERSONNEL LTD.
Management Selection & Personnel Consultants
3 Hanover Square, London W1R 9RD. Tel: 01-491 4014.

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AMA Recruitment Specialists

FINANCE/LEASING

ST/SM - £10,000 - £12,000 - CAR
Finance house/leasing firm group
person with 2 yrs service
industry experience 24-30. Good
salary prospects. Urgent.
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Person required for a Sales
Position in Knightsbridge
shop selling Antiquary Maps
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House 54 Beaufort Place
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RENTALS NEGOTIATOR

A young go-ahead person with the ability to work in a
busy expanding office with the minimum of supervision.
Car driver essential. Salary negotiable in accordance
with age and experience.

Apply F Buckman
Tel: 01-586 3088

Survey Consultants

To develop pay & benefits
surveys with the UK leader

Hay Management Consultants produces the most highly authoritative surveys on pay and benefits in the UK. We have a major programme already under way to further enhance the quality and range of these surveys and the reward information services provided to participants.

In organising ourselves to meet these objectives we want to recruit a number of individuals who have a particular enthusiasm for working with a wide diversity of companies in the development and marketing of pay and benefits surveys - either of a regular or one-off type.

Applicants will require considerable energy, should combine a high intellectual ability with a track record of success, and be in the mid-20's to early-30's age range. Salary will be negotiable. Career potential is excellent and could lead to consultancy in Hay's Reward practice.

Please write with full c.v. including current salary, or telephone for an application form to: Nick Boulter, Hay Management Consultants Limited, 62 Grosvenor Gardens, London SW1W 0AU. Tel: 01-780 0633 Ext. 371.

Closing date for applicants: December 1st 1986.

HayGroup

Senior Researcher/ Statistician

A Senior Researcher/Statistician is required to manage the design and interpretation of special analysis services in the Household Products Division (packaged groceries, fresh foods and retail services) and to work alongside our Marketing team in the planning and development of new services.

This is a senior position reporting directly to Bill Blyth, Research Director. You will be expected to show initiative, drive and the ability to gain new business for the Company in this growing area of marketing research. With a good marketing degree, you should have at least four years experience in the interpretation of data in an agency or commercial research environment. Good communication and consultancy skills will be essential.

The benefits package will be commensurate with experience and qualifications. Please send a copy of your c.v. or phone for an application form to: Ted Smith, Personnel, AGB Research Centre, Westgate, Ealing, London W5 1UA. Tel: 01-997 3484. Extn. 294.

AGB

Judy Farquharson Limited

47 New Bond Street, London, W1Y 9HA.
01-493 8824

EXECUTIVE SEARCH RESEARCHER
to join small friendly team of well-known company based in W.C.T. Must have at least a year's experience in headhunting, preferably a graduate aged 24-30. Excellent salary and benefits.

YOUNG QUALIFIED ACCOUNTANT
for highly successful design/public relations consultancy. An outgoing lively personality would be best too. We are a fast growing and dynamic company. c2151001.

GRADUATE COLLEGE LEAVER
with secretarial skills for public relations company with scope to become an account executive - West London.

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Equals big money for the right people. If you have a good, confident telephone voice and manner then you could join our Dealing Team following up 1000's of quality advertising leads/enquiries. On target earnings, £30,000 p.a. plus.

FOR EC4 INTERVIEW
TELEPHONE 01-236 2333

Overseas Service

London, St Pauls

£13,810 - £17,407 pa inc

We are seeking an addition to our Overseas Service Branch, located at our London Headquarters.

The Central Electricity Generating Board is responsible for the generation and transmission of electricity throughout England and Wales and is one of the world's largest public utilities. Our Overseas Service Branch is responsible for providing advice on international issues to the Board's senior officers and for coordinating the representation of CEGB policies and interests in the international environment. Those duties involve the administration of CEGB participation in international organisations, the coordination of contacts with similar utilities, and the securing and dissemination of information within the CEGB on developments overseas.

Applicants should be able to demonstrate an awareness of international issues in the energy field. They must be able to express themselves well both orally

and in writing and should be capable of working under pressure. As one of a team, the successful candidate will be required to direct and motivate other professional staff. A working knowledge of at least one other major foreign language is also desirable. It is expected that the successful applicant will be a graduate with several years work experience, probably in administration/ international affairs.

Applications, giving full career details including age, qualifications, experience, present position and salary, should be sent to the Group Personnel Officer, Central Electricity Generating Board, Sudbury House, 15 Newgate Street, London EC1A 7AU no later than 5 December 1986. Quote ref 35286/CG/TT. The CEGB is an equal opportunity employer.

General Manager

Lewisham & North Southwark
Health Authority

c.£33,000

Lewisham & North Southwark Health Authority seeks a Unit General Manager for the Lewisham Acute Unit.

Reporting to the District General Manager, the job holder is Chairman of the Unit Management Board and a member of the District Management Board.

The Unit has 1800 staff, a budget of £27m and a £25m development programme.

The successful candidate must demonstrate the ability to achieve clear and demanding goals and command the confidence of the Unit's seven Clinical Directors. (S/he must be capable of managing autonomously within the overall District management framework).

For further information, please contact Pauline Fellows, Acting Director of Personnel, Lewisham & North Southwark Health Authority, Mary Sheridan House, St Thomas Street, London SE1 8RY (tel. 01-378 7431).

MSL Public Appointments

RECRUITMENT CONSULTANT

● Experienced in telecommunications to join this brand new division of one of London's leading names in the selection industry.

● This is an exciting ground floor opportunity to establish yourself in the forefront of information technology recruitment.

● You will be supported by a substantial client base predominantly from the City of London, where you will be situated.

● Ideally candidates should be aged 25-40

● Remuneration will be a.s.s. BUPA, permanent health insurance and pension schemes are all non-contributory

● If you feel your potential is, as yet, unrecognised then please forward your curriculum vitae to:

The Managing Director
SELECTION

53/54 King William Street, London EC4R 9AA

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GENERAL APPOINTMENTS

DATABASE MANAGER

The Morgan Bank has a multi-million pound commitment to the development of sophisticated database systems. These support the processing of all securities and related trading activities.

The Database Manager will be responsible for the design, implementation and future performance of these databases. Your brief will involve liaising with project teams, assuming final design authority, and ensuring that the databases meet business and performance guidelines. In short, your job is a database development and management role addressing the needs of the business.

The Database Manager will come from a large structured environment, probably consultancy, software house, supplier or commercial organisation. You should have experience of relational database software and database design techniques, including entity relationship modelling. If this has been gained in a similar environment to our own - DEC/VAX with Ingres - so much the better.

The starting salary will depend upon both your experience and potential. Morgan salaries are highly competitive. We also place great emphasis on both personal and technical development.

Please contact our consultant John Miskelly, on the Morgan Hotline 01-405 2727, during office hours or on (0836 219419) over the weekend (noon - 6pm).

Alternatively send a cv to JM Management Services (Ref:DBM/TT), Columbia House, 69 Aldwych, London WC2B 4DX.

The Morgan Bank

HOTLINE 01-405 2727 · HOTLINE 01-405 2727 · HOTLINE 01-405 2727 · HOTLINE 01-405 2727

CHARGE RADIOGRAPHER

Department of Clinical Oncology

Auckland, largest city in New Zealand (810,000) enjoys a temperate climate with no seasonal extremes. Rich in recreational facilities Auckland is well known for sailing, surfing and fishing in the immediate area.

The Auckland Hospital Board is a progressive body serving this vibrant growing city.

A new building for the Department of Clinical Oncology will be commissioned later this year. The radiotherapy section will comprise three megavoltage treatment units: One orthovoltage treatment unit, two superficial treatment units, one simulator, planning and control rooms. Plus space for a further megavoltage unit, a cyclotron and another superficial unit.

The present complement of 15 radiographers will increase to 21 with the commissioning of the new building. The proposed staff structure includes eight graded positions and 12 staff radiographers. Student radiographers are also trained in the Department.

The successful applicant for the position of Charge Radiographer will need a higher Diploma or qualification in therapeutic radiography. Supervisory experience is desirable though not essential. The Charge Radiographer is responsible for the administration and staffing of the Department. The appointment will be made subject to obtaining Registration with the NZ Medical Radiation Technologists Board.

The salary is NZ \$36,658 - NZ \$37,843 per annum. Application Forms and Conditions of Appointment are available from:

The Chief Executive, Auckland Hospital Board
PO Box 5546, Auckland 1, NEW ZEALAND
Applications close on Thursday 29 January 1987.

LURGI

Process Technology · Engineering · Contracting

Senior Sales Engineer

Lurgi (U.K.) Limited is seeking an experienced chemical/process engineering graduate to join a small team of industry-orientated salesmen, supported by parent company process experts. The successful candidate is likely to be under 40, with a minimum of 5 years technical sales experience in the chemical industry and a fluency in German.

Lurgi is a highly process-orientated worldwide engineering company offering to the chemical, mineral and metallurgical industries over 200 processes, primarily in the fields of environmental protection, energy technology and raw material upgrading.

The position will command an attractive salary and fringe benefits package, negotiable in accordance with experience and qualifications.

Please write with full personal and career details, in confidence, to the Assistant Company Secretary, Lurgi (U.K.) Limited, No. 1, Kingsway, London WC2B 6BX.

ROYAL COLLEGE OF OBSTETRICIANS & GYNAECOLOGISTS BIRTHRIGHT

A well-organised and efficient person is required to run a wide variety of events for the mother & baby research charity Birthright.

A heavy workload and constant activity mean that calmness under pressure, a cheerful disposition and, above all, a methodical approach are essential requirements. Excellent secretarial skills are vital and an ability to get on well with people at all levels would be a great asset.

Small friendly office based in Regent's Park. Good working conditions. Free lunches. Non-smoker.

Salary from £10,000

Please telephone Juanita Hughes on 01-724 7725 for an application form and description of job.

BRITISH SULPHUR BUSINESS ANALYSTS - INTERNATIONAL CONSULTANCY

British Sulphur Corporation is a leading specialist consultant and publisher, serving the fertilizer and chemical industries worldwide. Internal growth has created the need for a number of additional business analysts in the company.

Applicants may have recently completed a first or second degree, or may have some working experience. Qualifications in economics or agricultural sciences would be appropriate, and knowledge of European languages would be an advantage. Key requirements are an enquiring mind, the ability to collect and analyse data, and the ability to write and communicate well.

Successful candidates will work within a team on consultancy studies and forecasting, or writing journal articles. Advancement in salary and responsibility depends on performance and merit alone. International travel is common after an initial training period.

Starting salaries depend on qualifications and experience.

Send applications, with curriculum vitae to:

Mrs. C. Odell,
British Sulphur Corporation Ltd.,
Pernell House,
25 Wilton Road,
London SW1V 1NH.

Buyer

Contact Lens Solution c.£12,000

A leader in the manufacture and retail of a comprehensive range of eye care products, we are currently establishing a major contact lens solutions plant at our Hedge Road headquarters.

This highly visible, career development appointment calls for an extremely capable man or woman with good communications skills. Probably in your late 20's or early 30's, and an IPS member, your substantial purchasing experience will ideally have been gained within the pharmaceutical or associated packaging industries, affording you detailed knowledge of the relevant regulations and legislation.

Please apply to the Personnel Manager, CooperVision Limited, Pernell House, 1 Botley Road, Hedge Road, Southampton SO3 3HR. Tel: 04392-5155. CooperVision®

EXECUTIVE JOB SEARCH

Are you earning £20,000-£100,000 p.a. and seeking a new job? Connaught's discreet and successful Executive Marketing Programme provides professional excellence in helping you to identify those unadvertised vacancies. Contact us for a free and confidential meeting to assess if we can help you. If you are currently abroad ask for our Executive Expert Service.

Telephone: 01-734 3879 (24 hours)

Connaught
32 Seville Row, London, W1
The Executive Job Search Professionals

FINANCIAL SERVICES (23+)

We are a rapidly expanding group in the Financial Services sector. We are looking for Two Management Trainees, to work at our Oxford Street Branch. If you seek Full Training, Rapid Progression into Management, Opportunity to Earn over £20,000 pa and share Participation then Contact Nigel Adams on 01 439 8431.

Coping with corporate change

An increasing number of organizations responding to the need of technological change are discovering, to their cost, a rarely identified factor - that of cultural change. On emerging from recession, they find that their most valuable resource - their employees - has changed.

The failure to recognize cultural change can be costly, both in terms of time and money. This is best illustrated by the following account of one company's experience which is, unfortunately, no fairy story but typifies what many organizations are finding.

A Midlands-based company in the sales and distribution industry, which was founded in the 1960s, grew rapidly to about 1,000 staff by the mid 1970s. Its management team was typified by young, professionally qualified, forward-looking and ambitious people - let's call them adapters. Ambition and ability were, of course, to be found at all levels within the organization, but the bulk of the workforce consisted of competent and reliable individuals with a preference for work which was stable, structured and well-defined - the maintainers.

The company responded to recession by reducing recruitment to virtually zero

and introducing a programme of voluntary redundancies. Plans to introduce automated handling equipment and computerized financial and administrative systems were put on ice.

The very nature of the "adapters" led to their rejection of the static environment and their successful recruitment elsewhere. The maintainers stayed on and the need to promote from below led to frequent appointments of maintainers at senior management level (including director level). In this way the company's culture slowly changed over a period of time.

Emerging recently from recession they began to implement those technological changes that had been recommended much earlier. What had been planned as a gradual change taking four to five years was rushed through during the past 14 months.

Many parts of the organization are meeting these changes with passive resentment and occasionally with open hostility. In addition, a significant number of employees are experiencing great difficulty in learning the new skills required.

As I write, much of the new technology is lying idle as the company frantically (and expensively) recruits new blood and attempts to woo back some of its former employees in an attempt to cope with what has rapidly become a crisis.

So what lessons can be learnt? While it may not always be possible to retain key employees, an awareness of the types of

Psychology can help organizations cope with change in technology, says Andrew Kerr in the first of a two part series

people within the organization can help to identify problems - present and potential.

But how may this be done? What assumptions can be made about an employee's future abilities? How will he respond to change? Is it even possible to obtain an accurate and unbiased analysis of present performance?

To help find the answers and gain an understanding of the strengths and weaknesses of their employees, more and more organizations are turning to occupational psychologists.

Using established psychometric techniques - psychometrics is that branch of psychology dealing with measurable factors - skilled psychologists can advise on abilities, attitudes, personality and potential of employees and job candidates. Such analysis is invaluable in recruitment, internal promotions and company reorganizations.

Take, for example, the promotion from a field-based position in sales or service into an office-based managerial role. The demands of the two roles are often radically different, with the field role needing a measure of self-sufficiency, an ability to establish a rapport quickly and an ability to make decisions quickly and autonomously.

But the managerial role may require the ability to develop, motivate and work in a team, administrative skills and an ability to cope with the complex and long-term issues. Skilled occupational psychologists can advise on whether an individual is likely to make the successful transition and thereby lessen the risk of making a wrong appointment and costly error.

Many organizations rely on psychological assessment. One major vehicle manufacturer recently wished to introduce a new computerized stores control. The main advantage of such a change would be that it would allow for lower stock levels. The problem was that many of the long-service stores staff were solidly set in their ways.

This organization had accumulated, over the years, psychological assessments of most of its staff. They knew that some of the stores people would never cope with the change while others, very able individuals, were likely to thrive on it.

A "task force", made up of managers, together with a few of the most able stores people, was appointed to educate

the stores department and prepare for the introduction of new system. By encouraging a small number of early retirements and monitoring the introduction of the new system carefully, a smooth transition was accomplished.

The traumas experienced by what was then British Leyland during the late 1970s and early 1980s have been described by Sir Michael Edwards in his book *Back from the Brink*. He illustrates how occupational psychologists contributed to manpower planning and management development during a time when the managerial staff were having to cope with extra demands and increasing levels of personal stress.

Returning to the sales and distribution company, a programme of psychological assessments was initiated and identified areas of weakness within the organisational structure, some suspected, some not. The psychologist looking at the organization had no preconceived ideas of what they were looking for, but were able to take a fresh and unbiased view of the company's manpower.

In doing so, and this is often the case, they did not simply identify potential adaptors among the maintainers. People who, while doing a perfectly adequate job in one area, had much to offer to an

The psychologist can take a fresh and unbiased view

other function within the company, were found.

For example, two individuals who have spent all their working lives on the shop floor, have as a result of psychometric testing and counselling, more than happily accepted promotions into customer liaison. Others who, perhaps because of their educational background, were assumed by the company to have limited abilities were identified as having considerable potential.

Such assessments now form an integral part of the company's recruitment and management appraisal programme. The final report has also provided an objective overview of the company's manpower, function by function and this is giving the organisation a coherent base to work from in considering future manpower planning and recruitment. However, as the chief executive ruefully admitted, "perhaps we wouldn't need to be recruiting at all, had we taken this approach in the first place."

The recession has had a profound impact on organizational structure, with organizations that have successfully adapted to the altered environment changing as a result of it. But the companies surviving this "natural selection" do not necessarily have a cultural climate that is able to meet future demands. Occupational psychologists are becoming a recognised necessity in assessing the strengths and weaknesses of the people that make up organisations, especially the key managerial staff.

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CRICKET: TWO HUNDRED REASONS WHY ENGLAND HAVE THE EDGE

Australia could still get the elbow even if Emburey calls off

From John Woodcock, Cricket Correspondent, Perth

Having started the first Test match against Australia in Brisbane as outsiders, England go into the second tomorrow as favourites. That they should do so is probably right, though defeat by New South Wales last weekend was a nasty reminder of how vulnerable England, as well as Australia, still are.

There is also some slight doubt about Emburey's fitness, which is of concern both because of the part he played in England's successful start to the series and in view of a pitch that promises to turn.

Emburey complains of a pain just above the elbow of his bowling arm and has no idea how it originated. There is talk of a pinched nerve, which would be preferable, if that is the right word, to tennis elbow. Emburey and the physiotherapist are reasonably confident that he will be on the field tomorrow.

Whether or not Emburey plays, I confess to being uncertain about the likely course of the game. It is easy enough to say that if England play as well again here as they did in Brisbane they should win; but after all we have been through in 1986 it would take a confirmed optimist to believe with any certainty that they will. What, perhaps, gives England the edge is their much greater experience. They have, between them, something like 200 more caps than the Australians.

Nothing puts Australia's recent difficulties into better perspective than the fact that, of the 11 that played for them in the Test against West Indies here only two years ago, no fewer than seven (Alderman, Dyson, Hogg, Hughes, Rackemann, Wessels and Yallop) are in South Africa and unlikely to play Test cricket again.

Those are worse losses than England suffered during the Packer years and they explain why Gatt's side is now much the more seasoned of the two. Nor have Australia's selectors done anything to counter this by giving Border a couple of players conditioned to the sound of gunfire.

If England's plans would be badly upset if Emburey were missing, Botham, as a batsman, could still hold the key. To the Australians he must seem scarcely less of a threat (though not with the ball) than Richard Hadlee did to England last summer. Of his four Test hundreds against Australia, three have opened the way to English victories.

But there are other encouraging portents. The first of Gower's two Test hundreds in Australia was here in Perth in 1978-79 and Lamb has been in excellent form. Dillie and DeFreitas did well in Brisbane and Athey made his best Test score there. If England's victory in the first Test would not have happened without Botham, the whole team made a contribution of some kind or other.

And now the matter of confidence, which plays so great a part in all sports. Because it does, I regret the attitude in the England camp, however superficial, that there are only five matches on the tour of any account, by which, of course, are meant the Tests.

Had England not batted so badly against New South Wales, they would be in better shape to make the runs they need now. Border feels he has a side of genuine promise, lacking only in confidence. It is because England have got to keep on top of them, for fear of a repetition of 1958-59 when Australia, young and unfancied, suddenly

blossomed, that they must guard at all costs against complacency.

If, as I hope, both sides field, and use, two spinners, it will be for the first time in an Anglo-Australian Test since 1978-79. It has never happened in a Perth Test, against England or anyone else. West Indies have just done it in Karachi but they never did so under Clive Lloyd, if they could help it, nor will they under Richard. Should we see it here, it will be like looking back in time.

Border said yesterday morning, after practising alongside the Englishmen, that he may have over-reacted to Australia's defeat in Brisbane, when he withdrew into himself. "I was as disappointed as we all were at having played so badly; worse, I hope, than we ever shall again."

From their hotel close by, England have been able to walk to the nets and back, the opening batsmen returning for more in the afternoon. In 10 first-class innings on the tour England have yet to get past 16 before losing a wicket.

Brian Close turned up at the ground yesterday, where, as a young man of 19, he made 108 not out for MCC against Western Australia in his first innings of the 1950-51 tour, the same score as Whitaker's in his first Test innings out here. I hope Whitaker enjoys his tour more than Close was to do.

Meanwhile, in a recent Sheffield Shield match between Western Australia and Tasmania, Vic Marks had Richard Ellison stumped for 42. He played for it when, next day, he was caught off Marks. I suppose if Emburey is unable to play tomorrow Marks, who is spending the English winter in Perth, might be sent for.

Merv Hughes has been dropped from the squad for the second Test following his disappointing performance in Brisbane, and Border warned the Western Australians, Bruce Reid and Chris Matthews, that their international futures were now in his hands.

Phil Neale, the Worcestershire captain, yesterday endorsed his county's interest in signing Ian Botham. After being reappointed captain for a sixth season, Neale said: "If Somerset let him go I would be very keen to see him at Worcester."

In the past two seasons Neale has twice led Worcestershire to fifth place in the county championships as well as taking them into three semi-finals in one-day competitions.

Adding that he has no worries about the England all-rounder's reputation or his possible effect on the dressing-room, he said: "I know our players will welcome him into the side. We are so near to being a successful side and I'm keen to find the missing ingredient that would turn us into a very good team."

Quinn Fenwick, the club chairman and leader of the Botham lobby at New Road, said the county committee had expressed its "full support" for moves to strengthen the playing staff.

Two other counties to have shown an interest in Botham are Derbyshire and Warwickshire. Derbyshire are also considering an offer to Geoff Boycott, but are waiting on Botham's response before making a decision on new signings.

Border to review tactics for Botham

Allan Border, the Australian captain, was widely criticised for showing Ian Botham too much respect in the first Test match in Brisbane but he will not be repeating the mistake in the second Test.

Border said yesterday: "We want to attack the guy. I don't want to set defensive fields, but I thought that was our best tactic against him in the first Test. He responded by playing a very responsible innings."

Botham, aged 31, set up England's second victory with a magnificent 138. But he was never put under pressure, and was even offered singles - just to keep him away from the strike.

However, Border continued yesterday: "We don't have a Botham complex. We do have a very healthy respect for him, but we can't take the respect too far. Botham has not had that much success in the past in Australia. History suggests he won't do what he did in Brisbane again, but he is always dangerous."

It was the old Border who spoke to reporters after Australia's net practice yesterday. His somewhat post-match comments in Brisbane can be put down as an out-of-character performance, brought on by bitter disappointment.

"I might have gone a bit overboard in Brisbane," he admitted. "Everyone was upset at the way we played because we thought it was our biggest chance to beat England. But that is history now."

Just want as to play as well as I know we can in Perth. We are looking forward to this. The morale is good and we think we can win."

Barring test-minute injuries, Geoff Lawson, the fast bowler, is expected to play for the first time for nearly a year - after being only a twelfth man for the first Test.

The final eleven will not be officially named until tomorrow morning. But Border yesterday promised the selectors, by announcing: "Lawson will play. The younger pacemen will get a lot from watching him bowl."

Lawson, aged 28, was surprisingly omitted from the side for the second Test, leaving Australian light in terms of pace and experience. The pace trio used had only eight caps between them.

Merv Hughes has been dropped from the squad for the second Test following his disappointing performance in Brisbane, and Border warned the Western Australians, Bruce Reid and Chris Matthews, that their international futures were now in his hands.

"Don't let me down," Border said. "If you are a senior player and will set an example, Border said. 'But, when they have the ball in their hands, Neale said, 'It for them - it is down to them."

Border indicated that Peter Sleep, a right-handed batsman and occasional leg-spin bowler, would be a twelfth man, rather than Steve Waugh, because the latter has less grass on it than Sleep.

Both sides' players were surprised at the straw colour of the Perth pitch and its dryness for November. Botham had a particularly close look at it, trying to find a soft patch on the bowler's end.

"I think I can see ridges and gullies," he proclaimed, following his inspection. He advised Mike Gatting, England's captain, "in the test and bat for two days."

Meanwhile, Botham's professionalism, which is sometimes underestimated, is shown through again at the nets yesterday. While most of his English colleagues were busy with their own practice, Botham was seen to be working on his batting.

There was only one century scored on either side in the Test series - the 111 put on by Iain Davidson and Kamran Raja last Saturday. Nobody managed to make a hundred, only the third time in Test history that this has happened in any series of more than five matches. The first



Fighting back: South African cricket has helped to rekindle Thomas's enthusiasm

Rejuvenated Thomas hoping to reclaim England place

East London, South Africa

While England career on their roller-coaster ride around Australia and rely increasingly on Ian Botham to illicit encore after encore on the final leg of his touring days, 5,000 miles to the west in South Africa, the forgotten omission from Mike Gatting's squad is steadily - and efficiently - honing his skills to return to favour.

Greg Thomas understands better than most the pendulum of life as an international cricketer. Just 14 months ago, the Glamorgan all-rounder was England's batting choice to be the spearhead starting counter to the West Indian pace machine of Marshall, Holding, Garner, Walsh and Gray. After nursing a hamstring injury all season - and without a fast bowling partner - Thomas's pride and confidence received a battering.

For the past month I've been working on what Geoff Arnold and Mickey Stewart taught me at a coaching clinic with Dillie and Ellison before I left England - mainly my rhythm. I think it's coming right. At Newlands I let one bouncer fly and it went right over the wicketkeeper's head for four. I wish there were more wickets like that in England - and Newlands is supposed to be feathered."

With England about to start the second Test in Perth, Thomas is plainly envious, believing at the age of 26, he is as fit and near his peak as he has ever been. "I'll be around 30 for the next Australia tour," he says. "I hope I'll still be around."

Whether Thomas will still be "around" however, does not depend solely on his ability. On the question of why he decided to ignore a warning from the organizers of next year's World Cup that any player going to South Africa would not be welcome with England in India and Pakistan, Thomas is as skittish as a yearling at the Newmarket sales.

"Months before Ali Bacher (the SA Cricket Union's chief executive) asked would I return if I wasn't chosen for Australia. The Border cricket union have been great to me and now I have the chance to become the senior professional with special responsibilities to coach the senior team and provincial school teams. Nobody else was going to pay me this winter," he said. "I

Thomas's rekindled enthusiasm has brought him a batting average of 57.50 so far in 50-over games in what is still regarded as one of the strongest domestic competitions. If Peter May's selectors must wish that one of their present lower order batsmen would display such consistency, Thomas is far from satisfied after missing out on the

Australia tour. "Who knows how the selectors think?" he wondered. "But I must admit my main job is to take wickets - and 46 last season wasn't enough. So I can't complain even if I would have loved to have teamed up with Dillie."

Unfortunately for Thomas, he has again gravitated towards a side who are the mirror-image of Glamorgan. Border, a minor province, mixing a few successes with liberal doses of failure. Although Thomas has found some success against the major province's top order batsmen, he again finds himself with little back-up. But he is not downhearted.

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It is hard to say how much Salim Malik's broken left arm in the first Test affected the confidence of the rest of the Pakistan batsmen for the rest of

the programme. Malik has a good record against pace and before his injury had hinted that it held no terrors for him.

Like every other country, Pakistan's inability to get a good start mitigated against their chances of big totals. The seasoned openers, Mudassar Nazar and Mohsin Khan, are clearly both coming to the end of their international careers. Waiting in the wings for regular middle order places are Ejaz Ahmed and the left-handed Asif Mujtaba, both teenagers and brilliant stroke-makers.

Imran Khan had a magnificent series and shared Marshall's ability to extract life and bounce from the deadest of pitches. In Qadir and the off-spinner Tausif Ahmed, Pakistan have two outstanding slow bowlers but in England next summer I expect the outstanding success to be the left-arm seamer, Wasim Akram and Saleem Jaffer. Both swing the ball across the batsman's body towards the slips but can bring the odd one back a la J.K. Lever.

MOTOR SPORT

Peugeot to consider a grand prix campaign

Paris (AP) - The French team, Peugeot Talbot, the world rally champions for the past two years, are considering entering the Formula One grand prix, the team manager, Jean Todt, announced yesterday. Todt said a decision would be taken early next year on three possibilities: to abandon 1986-level competition, to enter the world sports prototype championship, or to form a full grand prix team building engine, gearbox and chassis.

Meanwhile, there are plans for an off-road programme next year including the Paris to Dakar rally, the Baja 1000 in Mexico and the Pike's Peak hillclimb in Colorado.

Renault, Peugeot's state-owned rival, have just abandoned a long but vain attempt to win the world grand prix championship, entering a full team from 1977 to 1984 and mounting engines in leading cars this year.

Peugeot's Talbot subsidiary started a grand prix engine programme in 1981 but it was cancelled for commercial reasons before an engine was unveiled. Todt said no decisions about major developments will be taken until after a French civil court rules, towards the end of February, on a case brought by Peugeot against the International Auto Sport Federation (FISA).

The sport's ruling body announced, after a series of rally deaths early this year, that the fastest Group B cars, such as Peugeot's 205 GTI Turbo 16, would be banned from the championship from 1987. Todt said the decision contravened FISA's own rules requiring several years' notice of such changes. FISA has said that it was overruled on safety grounds.

The team will run three modified 205 GTI Turbo 16s in the Paris to Dakar event starting on January 1. The Finnish driver, Ari Vatanen, who was seriously injured in the Argentinean rally in 1984, will make his competition comeback, partnered by the French television commentator and Peugeot Dakar veteran, Bernard Giroux.

The Kenyan, Sheikh Mehta, who has won the Safari rally five times, and the Safari organizer, Mike Doughty, will crew the second car. The third car will be driven by the Italian, Andrea Zanussi, with a Peugeot mechanic acting as a high-service car for Vatanen and Mehta.

Celebrating Williams

Frank Williams, convalescent head of the Canon Williams Honda Formula One team, is to receive a superlative salute at Brands Hatch on Sunday.

A British Airways Concorde will swoop in low over the Kent circuit, as part of the celebration in recognition of Williams and his team's outstanding achievements this season.

Among the Oxfordshire-based team's successes came the constructors' title, and second and third place in the drivers' world championship, even though Williams himself was badly injured in a motor accident before the season started.

Nigel Mansell, winner of five grands prix, will fly into the events. He will attempt to break the unofficial lap record for the Indy circuit in his turbocharged FW11 Williams Honda and must lap the 1.2 mile track in under 35.85 seconds at a speed of over 120.86mph.

FISHING

Calling magic to the mind this Christmas

By Conrad Voss Bark

There is nothing like a good fishing book for Christmas reading as a gift from your nearest and dearest. There have been many good ones published this year and I have chosen four which I think are among the best and which are certain to be in the shops.

If you love Wiltshire and Dorset and if the names of Avon and Wythe, Nadder and Ebber, Suer, Pidd, and Frome call magic to the mind then *A Ring of Wessers Waters* (Witberby, £15.50) is an absolute must for Christmas, for it tells the tale of these rivers and the history of the towns and countryside that they pass through. It was the last book written by the late John Ashby-Cooper and there is a moving tribute to him in a foreword by Aynier Tryon.

A bedside book for a long stay in bed is *The Magic Wheel* (Heinemann, £15), an anthology of fishing in literature from Homer to Hughes, delightfully selected by David Proffitt and Graham Swift. George Orwell on trout fishing and Virginia Woolf on the dry fly are among fascinating essays.

Now for the reference and how-to-do-it. For salmon, you cannot do better than give a salmon fisher Arthur Opley's *Fly Fishing for Salmon and Sea Trout* (Crown Press, £16.95), for the whole book, unlike others, is entirely about how to catch salmon on the fly. It is fascinating and authoritative. You will not regret giving up bait and spinner after reading Opley's.

The New Illustrated Dictionary of Trout Flies, by John Roberts (Unwin, £14.95), is well the way to becoming a classic of its kind and with details of more than 900 patterns, more than 400 of them illustrated in colour.

When the Wacker went fair wacky

By Simon Wilde

Two bizarre incidents may come to mind as thoughts turn to Perth and the second Test match with Australia. Each concerned an Australian opening bowler from Perth. In the first, a fool of himself, the other made himself a fool.

On December 15, 1979 many people believed that Dennis Lillee had literally gone off his tree when he forsook the traditional willow and walked to the wicket with an axe in his hand. Despite objections from Brearley, the England captain, the umpires and his own captain, Greg Chappell, it was 10 minutes (a lengthy commercial by any test-cricket standards) before he was persuaded to exchange it for the proper implement.

Three years later, on England's last full tour of Australia, crowd violence of the kind not usually associated with cricket erupted between rival England and Australian sections. The trouble began when about 15 spectators, some carrying Union Jacks, ran on to the field as England reached 400.

One of them pulled round the head Terry Alderman, who gave chase and brought down his man with one swinging blow. Usually associated with cricket, a rugby tackle, and dislocated his right shoulder in the process. He was not to play Test cricket again for nearly 16 months.

Perth is the only new ground to have been accepted into the criteria of Anglo-Australian Test venues during the past 50 years. To accommodate it the Australian Cricket Board had to persuade MCC to agree to an unprecedented six-match series in 1979-79. Perth's first Test proved a great success, with over 84,000 attending, and it was not long before the Western Australian Cricket Association (the ground is known colloquially as the "Wacker") was being assigned a match every year.

In each of the five England-Australia Tests at Perth the side winning the toss have always elected to field first. Not that it has done them much good: the one time that England did it they lost Australia's return has been one win, two draws and a defeat. This is not something peculiar to these matches. In all Tests at Perth the trend is the same and the outcome equally mixed.

The theory is that the pitch will hold early in the first, or more particularly fast-medium, bowlers, after which it will play better and better. For many years Perth used to be reckoned among the fastest and truest pitches in the world but more recently it has been slower and given significant help to the seam bowlers, a number of whom have returned outstanding analyses there.

Invariably, the side superior in this department have won.

England should perhaps be grateful that Lillee and Alderman will not be playing this time, for they always enjoyed bowling on their home patch. At Perth in 1982-83, when the fifth day began, Willis's side were in a position of defeat with a lead of 150 and only five second-innings wickets remaining. Had Alderman been fit throughout the match, Australia might well have won, as it was, England comfortably escaped with a draw, a rare result at Perth.

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Neale after 'missing ingredient'

Phil Neale, the Worcestershire captain, yesterday endorsed his county's interest in signing Ian Botham. After being reappointed captain for a sixth season, Neale said: "If Somerset let him go I would be very keen to see him at Worcester."

In the past two seasons Neale has twice led Worcestershire to fifth place in the county championships as well as taking them into three semi-finals in one-day competitions.

Adding that he has no worries about the England all-rounder's reputation or his possible effect on the dressing-room, he said: "I know our players will welcome him into the side. We are so near to being a successful side and I'm keen to find the missing ingredient that would turn us into a very good team."

Quinn Fenwick, the club chairman and leader of the Botham lobby at New Road, said the county committee had expressed its "full support" for moves to strengthen the playing staff.

Two other counties to have shown an interest in Botham are Derbyshire and Warwickshire. Derbyshire are also considering an offer to Geoff Boycott, but are waiting on Botham's response before making a decision on new signings.

Whether Pakistan's chances against West Indies in recent weeks would have been improved if they had prepared better for the first Test, opinion here for a long time. No secret was made in official circles that the pitches produced for the one-day games and Test matches were aimed at assisting Abdul Qadir's leg-spin and to nullify the effectiveness of the West Indian fast bowlers. Every country, to varying degrees, does this sort of thing and it would be naive to finger over the morality involved.

Not everyone in Pakistan cricket, though, is convinced that the plan worked, to their team's advantage and query the necessity for it. Qadir certainly had a rewarding season but the West Indies pace bowlers usually rose above the conditions. Even more significantly, the grassless, baked mud surfaces left the batsmen of both teams struggling. Pakistan's own stroke-makers, ironically, found it harder to graft in the necessary manner than their opponents.

There was only one century scored on either side in the Test series - the 111 put on by Iain Davidson and Kamran Raja last Saturday. Nobody managed to make a hundred, only the third time in Test history that this has happened in any series of more than five matches. The first

instance came in the England v Australia series in 1985 and the other was in India in 1969-70 when New Zealand were the visitors.

Long-term, West Indies will remember this crowded six-week tour as the time when their bowling department was successfully remodelled. Gray and Walsh confirmed they were ready to step into the places filled for so many years by Garner and Holding. Gray and Walsh have clearly benefited from their English experience and their good line and determination helped them overcome the conditions. Both men dovelasted splendidly with Marshall, whose form has now hit a different heights, brought some hint of decline and who time and time again inflicted a disastrous start on the Pakistan innings.

Gray, Walsh and Marshall, though, are going to be tired men when they rejoin their countries next April. Benjamin, the youngster still being groomed, did not have many opportunities, but maintained the advance he made with

Leicestershire last summer. Patterson, however, seems have lost some of the basic speed he was showing a year ago. Every other country, time coming to terms with Pakistan pitches. Similarly, Butts's ability to spin the ball more, brought him more success than Harper, his fellow off-spinner, when both were used in the last Test.

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PAKISTAN V WEST INDIES TEST AVERAGES

PAKISTAN									
Batting and fielding									
	M	MO	R	HS	Ave	100	50	Cl	St
Javed Miandad	8	0	0	175	29.33	0	0	1	0
Imran Khan	8	0	0	115	28.75	0	0	1	1
Kamran Raja	8	0	0	120	20.00	0	0	1	0
Salim Malik	8	0	0	114	19.00	0	0	1	0
Mudassar Nazar	8	0	0	89	17.25	0	0	1	0
Wasim Akram	8	0	0	87	16.75	0	0	1	0
Mohsin Khan	8	0	0	82	17.25	0	0	1	0
Tausif Ahmed	3	0	3	33	11.00	0	0	1	0
Asif Mujtaba	3	0	1	38	9.50	0	0	1	0
Abdul Qadir	3	0	0	40	8.00	0	0	1	0
Wasim Akram	3	0	0	40	8.00	0	0	1	

SPORT

Higgins plays on as code rules out instant justice

By Sydney Friskin

Alex Higgins, whose professional career is in jeopardy, found temporary shelter yesterday under the legal umbrella of the controlling organization, the World Professional Billiards and Snooker Association (WPBSA), who admitted that they had no power to dispense instant justice.

Contrary to general expectation, Higgins will continue to play in the Tennents UK championship and meets the Welshman, Wayne Jones, in the quarter-finals today.

The WPBSA board, at their meeting in Preston yesterday, heard among other things a complaint from Paul Hatherell, the tournament director, that during the evening of Monday, November 24, 1986, he was verbally

abused and head-butted by Higgins and as a result suffered a cut eye.

The board stated that written evidence from certain employees of the WPBSA, who were present when the incident took place, had been taken. These statements, which were read out, were signed copies of statements previously given to the police.

Under the WPBSA disciplinary code, the board cannot consider any complaint against a member within a seven day cooling-off period and the complaints in question, after being put to Higgins, will be dealt with by an independent tribunal.

The board's reaction to Hatherell's complaint is that they are appalled at the alleged incidents and they will not

tolerate this type of behaviour. As genuine as these remarks appear to be they have, like Pontius Pilate, washed their hands of the whole thing to await the judgement of the tribunal on a man who has been fined seven times since 1973.

Here then is another chapter in the continuing story of Higgins and his brush with authority and whether the prevailing system is the most satisfactory way to deal with an incident as serious as this is open to question.

The tribunal has the power to publicly reprimand the member concerned, to impose an unlimited fine, to suspend the member concerned from one or more tournaments or championships, to deduct points from the member's total in the ranking list and to expel the member concerned from the association. They will need to find a way of making the punishment fit the crime.

Higgins's electric style of play has illuminated the game since he burst upon the scene as the youngest world champion in 1972. His admirers have condoned his off-table indiscretions in the past and have understood his personal problems, which at present include the separation from his wife and children. This time, however, he appears to have gone too far.

While Higgins may be justified in his tirade against larger pockets — the next question which sparked off the present unfortunate affair with Hatherell — his remarks about Mike Hallett, whom he defeated 9-7 in the third round, were not in good taste. He said: "If he can run me so close when I'm trying then something must be wrong." Higgins probably cannot reconcile himself to the fact that Hallett is a vastly improved player and that Higgins himself, the state of the pockets notwithstanding, is not the great player he once was.



Troubled times: Higgins (left) leaves a Manchester police station. Williams (top right), WPBSA chairman, and Hatherell, tournament director

Davis recovers to take slender lead

Steve Davis, the number one seed, made a remarkable recovery in the quarter-final of the Tennents UK championship against Tony Drago at the Guild Hall, Preston yesterday. After losing the first three frames, Davis recovered his composure and won the next four frames to go 4-3 ahead at the interval.

Drago, whose engaging style and spirit of adventure have earned him high praise, won the first frame in only nine minutes, terminating it with a break of 94. Supported by breaks of 58 and 50 he went 3-0 ahead.

Slowly and surely Davis began his task of reconstruction and a break of 62 put him right with the world. It was Drago's turn to take a back seat as Davis compiled breaks of 62, 42, 78 and 59 to take his 4-3 lead.

Neal Foulds, who had defeated Jimmy White in the previous round, raced into a 6-1 lead over Cliff Thorburn of Canada, whose highest break

in seven frames was only 40. He played much below his usual standard.

Foulds, the winner of the BCE International tournament, having beaten Thorburn in the final, was at his best in the fifth frame, which he won with a superb clearance of 136. When he went 5-1 ahead, supported by a break of 43, the Canadian had not scored a point in two frames.

Tony Knowles and Terry Griffiths, the men who had started the discourse on whether larger pockets were good for the game or not ended their third round match late on Tuesday night. Knowles, who was 2-3 down, thought it was time to take advantage of the larger pockets, and pursuing a policy of attack, won four frames in a row eventually to emerge as a comfortable winner.

Second round results: T. Knowles (Eng) 5-2 T. Griffiths (Wales); S. Foulds (Wales) 5-2 N. Foulds (Wales); J. White (Eng) 6-1 C. Thorburn (Can); S. Davis (Wales) 4-3 A. Higgins (Wales).

ATHLETICS

E Germany's hint on Seoul

Berlin (AP) — East Germany yesterday named 416 athletes and 221 coaches as candidates for their team for the 1988 Olympic Games in Seoul, the state-run ADN news agency reported.

Although the ADN report did not mention Seoul by name, it appeared to be the latest in a series of recent official reports indicating that East Germany, one of the strongest nations in international athletics, has no plans to boycott the Games in the South Korean capital.

There has been concern that

Communist countries may boycott the Games because of their support for North Korea in its political dispute with South Korea.

North Korea has threatened to call for a boycott of the Seoul Games unless it is allowed to stage more events than granted by South Korea and the International Olympic Committee (IOC) under a compromise plan for the two countries to co-host the Games.

The list of East German athletes and trainers was presented in East Berlin yesterday

at a ceremony also attended by several high-ranking Communist Party officials, including Egon Krenz, the Central Committee member, ADN said.

The European race-walking champion, Hartwig Gauder, and the rowing coach, Joerg Landvoigt, gave a solemn pledge in the names of athletes and coaches saying the East German team would strive for excellent results and honorable representation of their country in the 1988 Olympic Games.

National Olympic Committee officials also received a cheque for \$1.4m, collected from donations from East German citizens for the team's preparation, equipment and travel costs. ADN did not provide the full list of athletes yesterday but said that the veteran sprinter, Maria Koch, was one of them.

Swede challenge

Boris Becker and three Swedes, Kent Carlsson, Jonas Svensson, and Ulf Stenlund, are the leading seeds in the Young Masters tournament, sponsored by Waterford Crystal, at Stuttgart from December 10 to 14. This annual tournament is restricted to men aged 21 or under.

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England caps set for club switch

Ian Snodin and Bobby Mimmis, the England under-21 internationals of Leeds United and Everton respectively, are ready to change clubs by the weekend in a £750,000 deal.

Snodin has been the prime target of Howard Kendall, the Everton manager, since the summer, when he had a £600,000 bid rejected for the second division side. And Kendall watched the 23-year-old midfielder player again in Leeds's 2-1 League defeat at Birmingham City last week.

Meanwhile, Dave Blakey, the Leeds chief scout, saw the unsettled Mimmis play in the first division side's reserve match at Sheffield United. The indications are that Billy Bremner, the Leeds manager, is about to tell Snodin "over my dead body" after the second division side's slide to sixth

place with three defeats in a row.

In addition to giving his side a top-quality goalkeeper, the exchange would provide Bremner with about £250,000 for strengthening his team in their promotion campaign. Everton have rivals for Snodin's signature in Liverpool, Tottenham Hotspur and West Ham United; but these three clubs cannot put together a similar package.

West Ham, along with Nottingham Forest, are also showing an interest in Gordon Cowans, the England midfielder man, who plays for Bari in the Italian league. Cowans has said that he wants to return home.

The former Aston Villa player had talks with Franco Janic, the Bari general manager, on Tuesday and was told that he must stay for another six months before being allowed to leave for a minimum £500,000.

Few witness Charlton's change of fortunes

The Charlton Athletic manager, Lennie Lawrence, had predicted a small crowd for Tuesday evening's Full Members Cup tie against Bradford City at Selhurst Park.

He was proved right as a miserable 817 — the lowest attendance in Charlton's history — turned up to watch them end a run of five defeats with a 2-0 success, the goals coming in the second-half from Robert Lee, the substitute, and Colin Walsh.

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FOOTBALL

Brentford ready to play anywhere

Brentford have appealed to the Football Association (FA) to find another venue for their first-round FA Cup tie against Bristol Rovers. Yesterday the tie was postponed for the fifth time because of a waterlogged pitch at the ground Rovers share with Bath. It has been rescheduled for tonight, but Brentford are resigned to another disappointment.

The Brentford chief executive, Keith Loring, said yesterday: "I have told the FA we are prepared to play the match on any ground in England, including our own. Every postponement is causing us problems — I don't blame Bristol Rovers — and it's time the FA stepped in. The Rovers pitch is in a terrible state and I understand the chances of playing tomorrow are remote."

Brentford had to opt out of Tuesday night's Freight Rover Cup tie at Orient because they had not managed to play the FA Cup tie against Rovers and they are worried that they could lose a lucrative home game next Wednesday when they are due to face Swindon in the same competition.

FA reassure Caernarfon

FA officials yesterday reassured Caernarfon Town that they are happy for the Maelgwn Iwan club to stage the home leg of their second-round FA Cup tie against York on their own ground.

The Welsh Football Association secretary, Alan Evans, had suggested that next Monday's commission of inquiry into crowd trouble at Caernarfon's ground during the first-round tie against Stockport County would also assess Caernarfon's suitability to play hosts to York. But yesterday an FA spokesman said: "We are in touch with the local police for every game involving non-League clubs and we are quite satisfied that the arrangements at Caernarfon will be all right."

If the Welsh FA wish to enlighten us with any problems regarding the match then we will consider them, but it is getting rather late to start changing venues."

The spokesman confirmed that Monday's inquiry had been called specifically to deal with trouble at the first-round game. The Caernarfon chairman, Arfon Roberts, has since spent £3,000 on penning in the visitors' enclosure for the York game for which a crowd limit of 3,000 has been set.

The FA has ruled that Chorley must play the home leg of their FA Cup second-round tie against Preston North End at Ewood Park, the ground of Blackburn Rovers. The Chorley secretary, Mike Wearmouth, said: "We are more than happy to go along with that. Preston wanted us to play at their ground but our best chance of getting through will be on grass — not their plastic pitch."

The Maelgwn Iwan club, enjoying the best FA Cup run of their 103-year history, are happy to accept a share of a lower gate in the hope of meeting one of the big clubs in the third round. Preston anticipated a gate of around 15,000, but while only two thirds of that figure as many spectators are likely to go to Blackburn.

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Three into two will not wash at Villa

By a Special Correspondent

Question: When is a first-team game not a first-team game? Answer: When the Football Association say so!

According to the game's ruling body, the Full Members' Cup is not an "approved" competition. Ever since it was launched, the Football League have been striving to get the FA's seal of approval for their newest competition. But the powers that be at Lancaster Gate have turned a deaf ear to all arguments.

The latest upshot of the issue is that three Aston Villa players will each have to serve three-match suspensions next month — though the FA have officially banned them for only two games each.

Gary Williams, Martin Keown and Paul Elliott will all miss Villa's first division matches against Sheffield Wednesday and Manchester United following last week's indiscretions in the Littlewoods Cup-tie at Southampton.

Williams and Keown were sent off at The Dell, where Elliott collected his eighth booking of the season, which took him to more than 31 disciplinary points.

The suspensions will take effect from next Tuesday, which means that the trio will also have to sit out Villa's Full Members' Cup-tie at Ipswich that night.

"It is so wrong, it is not true," complained Villa's chairman, Doug Ellis, last night. "I have registered a very strong protest with the Football League and told them to stick it on the agenda for the next meeting."

"How can a competition with a final at Wembley not be an 'approved' competition in the eyes of the FA. I just

cannot believe it. It is so unfair on everyone concerned — not least the three players involved, who, no matter what anyone says, are having to miss three first-team matches when they have been banned for only two."

"It's not even as if disciplinary points received in the Full Members' Cup are not counted on a player's record of 'first-team' offences — they are. That makes it even more of a mockery."

To rub further salt into Villa's wounds, Elliott, Keown and Williams will also be ineligible to play in the £50,000 Guinness Soccer Six competition in Manchester on December 9 and 10.

Newcastle United have a full-back crisis for Sunday's televised match with West Ham United at St James' Park. Willie McFadden, Newcastle's manager, is already resigned to being without his Republic of Ireland international, John Anderson, who suffered a shoulder injury in Saturday's 3-1 win at Chelsea, while John Bailey is only just back in training this week after a long absence because of an Achilles tendon injury.

Ken Wharton, Anderson's full-back partner at Stamford Bridge, is to see a specialist. Wharton's knee injury makes him extremely doubtful for Sunday's match, and the club's record signing, Paul Goddard, has not been able to train at all this week because of an ankle injury.

Derby County's central defender, David Linington, yesterday travelled for talks with Shrewsbury Town after a £30,000 transfer deal. Linington, who joined Derby from Hartlepool for £20,000 this summer, has not played in the league this season.

appear like the snow in the first sun."

Napoli, founded in 1926, are playing their 50th year in the first division. Their greatest domestic triumph came in 1962 when they became the first team from the second division to win the Italian Cup. Another domestic cup win came in 1976, but abroad Napoli have had little success. Their UEFA Cup hopes this year ended when they lost a first round penalty competition against Toulouse of France after Maradona missed.

Oscar Bianchi, the manager who took over at Naples last season, says he has changed nothing. But three purchases in particular have paid off. Bianchi brought in Fernando De Napoli, one of the few Italian World Cup players to attract praise in Mexico this year, to strengthen the midfield.

In the attack, built round the formidable talent of Maradona, Bianchi added Andrea Carnevale, from Udinese, and Romano, from second-division Triestina.

The new-look attack paid dividends. Last weekend, Carnevale scored twice and Maradona was quoted afterwards as saying of Romano: "He was more important than me."

Yesterday's results
UEFA Cup: Third round, first leg: Dacia Buzau 0, Internazionale 1; Spartak Moscow 1, Sarajevo 1 (Yug 0).
Football Combination: Swindon 0, Arsenal 1; Portsmouth 0, Oxford United 1 (Luton 0).
NACAP SOUTH-WEST COUNTIES LEAGUE: Bournemouth 3, Cardiff City 2.
RUGBY UNION
REPRESENTATIVE MATCH: Cambridge University 30, M. R. Steele-Bodger's XV 20.

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THE FIELD
THE COUNTRY MONTHLY

Jordan in Hibs bid

Joe Jordan, Southampton's 34-year-old former Scotland international, has emerged as a front-runner for the Hibernian manager's job.

Jordan, who played in three World Cup finals for Scotland, is one of 50 applicants for the vacancy created last week by John Blackley's resignation.

Kenny Waugh, the club chairman, revealed yesterday that Jordan, who won the last of his 52 caps against Russia in Spain in 1982, has applied for the position, but said: "We have drawn up a short-list of six names, but there is not one which leaps out and hits us."

Time could be running out for Sheffield Speedway, unless more backers are found soon. So far 108 people have pledged a total of £21,600 — £200 each — to a fund to offset an annual deficit of £30,000. However, Maurice Ducker, the promoter, has said he wants at least 150 pledges by today to persuade him to continue next year.

On the defence

Jim McDonnell, the European featherweight champion from Stepey, is to defend his title against the Italian, Valerio Nati, early in the New Year. The European Boxing Union have called for purse offers for the contest to be lodged at their Rome headquarters by December 15.

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Flying start

Britain dominated the first race yesterday of the Flying 15 world sailing championships in Hong Kong by taking three of the first four places. In light winds Phil Morrison snatched victory from fellow team member Dick Skipworth, with Steve Birbeck — runner-up in the Hong Kong national at the weekend — sailing consistently to finish fourth.

Open plan

Rodney Barton, chairman of Bournemouth football club, yesterday unveiled plans for a £1 million stadium close to the club's Dean Court Ground. The new structure, a mini-superbowl, would be sunk 20 feet below ground level so that stands would be no higher than a bungalow. The stadium, with its artificial pitch, would accommodate 12-15,000 people, and the club hopes to secure planning permission early in the New Year.

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Chorley on the move

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